

FUNDRAISING SPECIALIST VACANCY IN JOHANNESBURG

Junior Achievement South Africa is a NGO that delivers hands-on learning in financial and digital literacy, work readiness and entrepreneurship; They inspire and prepare young people to succeed in the global economy.

We are recruiting for suitably qualified and eligible candidates to apply for the permanent **Fundraising Specialist** position based at their Johannesburg office.

Duties and Responsibilities

Reporting to the Executive Director, the key responsibilities for the Fundraising Specialist role include but are not limited to;

1. Develop and implement fundraising strategies, identify and secure funding opportunities, and build a diversified funding pipeline that supports organisational sustainability and growth
2. Develop strategic partnerships and maintain strong relationships with donors, sponsors, corporate partners, foundations, and other stakeholders to advance organisational impact
3. Prepare and coordinate the submission of funding proposals, concept notes, grant applications, sponsorship requests, and presentations
4. Identify and secure cash and in-kind partnerships aligned with the Corporate Social Investment (CSI), Environmental, Social and Governance (ESG), and BBBEE priorities of donor organisations
5. Collaborate with Programs and Monitoring & Evaluation teams to develop impact reports, donor communications, and success stories that are compliant with donor reporting requirements
6. Maintain accurate fundraising records and donor databases, ensuring compliance with donor requirements and supporting grant administration, reporting, and audit processes
7. Support stakeholder engagement activities and organisational initiatives that strengthen sustainability, visibility, and impact

Minimum Experience and Qualifications

- Bachelor's degree in marketing, Strategic Communication, Business Management, Entrepreneurship, Development Studies, or a related field
 - At least 5 years' experience in fundraising, donor management, partnership development, or business development
 - Proven track record in securing funding and developing strategic partnerships
 - Demonstrated experience engaging with senior decision-makers and
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stakeholders

- Proven experience in proposal writing, grant applications, and donor submissions
- Previous work in the education, youth development, NGO, or social impact sector will be advantageous

Skills

- Fundraising and donor management
- Proposal and report writing
- Business development and partnership management
- Stakeholder engagement and relationship building
- Research, analytical, and problem-solving skills
- Strong negotiation, influencing, and networking ability
- Strategic thinking and results orientation
- Strong organisational and time management skills

How to apply:

Interested candidates must send a motivation letter with your updated CV highlighting the following:

- Your fundraising successes and achievements
- What type of fundraising do you specialize in
- Why would you want to work for Junior Achievements SA and what makes you a suitable candidate

Applications must be sent to **MaraisButton & Associates**.

Email: annelie@maraisbutton.co.za

Closing date: 7th August

Please note: Candidates who previously applied for this vacancy and did not receive a direct response from JA SA should not re-apply.

Contact will only be made with shortlisted candidates.
