LEAD OF FUNDRAISING

NOAH (Neighborhood Old Age Homes)
Location: Woodstock, Cape Town,
Reporting to: NOAH Director

About NOAH

NOAH is a Cape Town-based non-profit organisation committed to supporting older people to live with dignity, connection and independence. Working across housing, health, psychosocial support, food security, advocacy and social enterprise development, NOAH partners with older people and communities to build resilience, belonging and wellbeing.

NOAH is seeking an experienced, values-driven **Lead of Fundraising** to lead, manage and implement the organisation's fundraising, partnership and visibility work.

Job summary

The person will provide strategic and hands-on leadership to strengthen NOAH's long-term financial sustainability, visibility and external partnerships. Reporting to the Director and serving as part of the senior management team, the role will be responsible for both shaping strategy and driving implementation across fundraising, donor engagement, partnership development and communications.

This is a senior role, but it is not a purely strategic or advisory position. The successful candidate will be expected to take ownership of NOAH's sustainability journey, while also actively implementing key aspects of the work, including writing proposals, developing donor communications, strengthening relationships and supporting the systems needed for effective fundraising.

The role requires a proactive, organised and relationship-centred leader who can identify opportunities, build trust with donors and partners, communicate NOAH's work compellingly and follow through on agreed plans. Working closely with programme and finance teams, the person will help position NOAH for long-term resilience and impact across its five pillars: *Home, Health, Happiness, Social Enterprise Development and Advocacy*.

Key responsibilities

Sustainability and leadership

- Lead the development, implementation and review of NOAH's long-term sustainability strategy.
- Contribute as a member of the senior management team to organisational planning and strategic direction.
- Translate sustainability plans into practical actions, timelines and deliverables.
- Identify opportunities to strengthen organisational sustainability, visibility and partnerships.
- Support a culture of collaboration, innovation and accountability across the organisation.

Fundraising and donor engagement

- Develop and implement annual fundraising plans aligned with organisational priorities and income targets.
- Strengthen and diversify NOAH's funding pipeline across trusts, foundations, corporates, CSI, individual giving and strategic partnerships, with a focus on long-term financial sustainability.
- Develop and write high-quality funding proposals, concept notes and donor communications in partnership with programme and finance teams.
- Build and maintain strong relationships with donors, funders and strategic partners.
- Support donor stewardship through timely communication, relationship management and appropriate follow-up.
- Oversee systems and processes that support effective donor records, acknowledgements, reporting coordination and compliance.
- Work closely with programme and finance teams to ensure that funding submissions are accurate, realistic and aligned with organisational priorities.

Marketing and communications

- Provide strategic direction and practical support for NOAH's marketing and communications work.
- Strengthen organisational visibility, storytelling and public profile.
- Support the development of compelling communications and marketing campaigns that reflect NOAH's values and impact.
- Guide the development of content for donor engagement, campaigns, public communications and organisational visibility.
- Ensure consistency in organisational branding and external communications.
- Build relationships with media, communications partners and relevant stakeholders.

Partnerships and networking

- Build and strengthen relationships across the non-profit, donor, corporate and community sectors.
- Represent NOAH externally at meetings, networking opportunities and sector engagements.
- Identify, pursue and develop strategic partnership opportunities that support organisational growth and sustainability.
- Maintain active engagement with existing and potential funders, partners and supporters.

Team leadership and coordination

- Provide leadership and support to the sustainability and communications team.
- Encourage collaboration, professional growth and shared accountability within the team.
- Support effective coordination between fundraising, communications, finance and programme staff.
- Ensure that agreed sustainability activities are implemented, monitored and followed through.

Experience and qualifications

- A relevant tertiary qualification in fundraising, marketing, communications, business management or a related field.
- At least 8 years' experience in fundraising, partnership development, marketing or sustainability work within the non-profit or related sectors.
- Proven experience securing funding from trusts, foundations, corporates, CSI programmes or individual donors.
- Strong experience in writing funding proposals, concept notes, donor communications and reports.
- Deep understanding of the South African non-profit sector, including regulatory requirements, donor

engagement best practices and organisational financial sustainability strategies.

- Experience developing and implementing successful fundraising, marketing and stakeholder engagement strategies.
- Strong background in stakeholder engagement and advocacy, including experience liaising with government, funders, donors and strategic partners.
- Experience leading or managing a team.
- Excellent written and verbal communication skills, with the ability to communicate complex work clearly and persuasively.
- Strong strategic thinking, organisational and relationship-building skills.
- Experience working with fundraising databases and CRM systems, Salesforce experience advantageous.
- Ability to work collaboratively across teams while maintaining a high level of initiative, accountability and follow-through.

Personal attributes

- Commitment to the mission and values of NOAH and to supporting older people.
- Strategic, proactive and solutions-oriented approach.
- Hands-on, practical and willing to take responsibility for implementation.
- Strong interpersonal and relationship-building skills.
- Ability to inspire trust, collaboration and engagement.
- Resilient and adaptable in a dynamic environment.
- Highly organised and able to manage multiple priorities.
- Ethical, professional and accountable.
- Innovative and open to new approaches and partnerships.

What NOAH offers

- An opportunity to shape and implement the long-term sustainability work of a respected community-based organisation.
- A meaningful senior management role within a mission-driven environment.
- The opportunity to work closely with innovative programmes supporting older people and communities.
- A collaborative organisational culture focused on dignity, connection and social impact.

Interested candidates must apply to **MaraisButton & Associates**.
Your application must include the following:

- Motivation letter highlighting your suitability and interest in this role & why you want to work at NOAH
- Updated CV with contact details of three work-related referees
- Email: annelie@maraisbutton.co.za

Contact will only be made with shortlisted candidates. If you previously applied directly to NOAH for this vacancy, then please do not re-apply.

Closing date: 8th November