



FUNDRAISING MANAGER VACANCY IN HOUT BAY, CAPE TOWN

By offering music education in a safe, nurturing environment, Kronendal Music Academy can support the physical, mental and emotional well-being of children in their care. They focus on 21st Century skills development that will equip young people with the self-confidence to build their future, and the resilience needed when dealing with life's setbacks and stresses, while their support programmes help children, youth and their families develop social behaviour change.

For more information, please visit <https://kmahoutbay.org/about-us/key-focus-areas/>

KMA is looking to appoint a **Marketing & Fundraising Manager**. This role is tasked with growing and developing donor relationships to generate support and revenue for KMA, across a range of donors.

Do you match these requirements?

- A high-level communicator who is highly comfortable networking to build long-standing and successful relationships with key donors.
- Able to negotiate and persuade prospects, gaining their trust and commitment.
- Solutions orientated and goal driven with proven business acumen.

REQUIREMENTS & EXPERIENCE

The ideal candidate must have:

- A relevant tertiary qualification
- A minimum of 5 years proven experience in developing a fundraising strategy and growing donor relationships
- Demonstrated relationship management, networking and partnership experience
- Experience in corporate fundraising

MAIN KPA's

- **Planning & Prospecting**
- Conduct research to identify new donors and supporters, including their focus areas (especially the corporate donors)
- Create a strategy to enable sustainable funding from donors
- Arrange business meetings with prospective donors
- Position and promote the organisation's programmes

- **Proposals**
 - Design and develop funding proposals and presentations
 - Collaborate with wider fundraising team to generate proposals
 - Present and negotiate funding to meet business requirements

- **Contracting & Reporting**
 - Manage funding contracts
 - Liaise with internal stakeholders to ensure deliverables are met
 - Ensure that funding is received according to agreements
 - Provide trustworthy feedback to enhance and retain donor relationships

- **Relationship Management**
 - Build long-term relationships with new and existing donors
 - Confidently position and present the organisation to stakeholder groups
 - Represent KMA in relevant forums

Interested applicants must submit a motivation letter highlighting your fundraising achievements and successes. Also include your CV with contact details of three work-related referees to **MaraisButton & Associates**.

Email: annelie@maraisbutton.co.za

Contact will only be made with shortlisted candidates.