MASICORP | masiphumelele township south africa
partners in education for life

VACANCY: SENIOR FUNDRAISING MANAGER

Fish Hoek, Masiphumelele

Position Purpose

The Senior Fundraising Manager is responsible for leading and implementing Masicorp's fundraising and donor engagement strategy to secure sustainable funding for the organisation's programmes and operations. The role is accountable for achieving fundraising targets, marketing strategy, strengthening donor relationships, identifying new funding opportunities, and ensuring effective stewardship of local and international donors. (UK and USA). The incumbent serves as a key ambassador for Masicorp and works closely with management, the Board, donors, partners, and stakeholders to support the organisation's mission and long-term sustainability.

Key Performance Areas

1. Fundraising and Marketing Strategy and Income Generation

- Develop and implement annual fundraising plans aligned with organisational priorities.
- Lead and oversee strategic planning for marketing, communication, and social media. This will include doing interviews on behalf of Masicorp for marketing and communication with media outlets etc.
- Identify, cultivate, and secure funding from individual donors, foundations, trusts, corporations, and international funding partners.
- Build and maintain a healthy fundraising pipeline to support sustainable revenue growth.
- Research and pursue new funding opportunities and strategic partnerships.
- Lead the development of high-quality funding proposals, grant applications, sponsorship requests, and donor presentations.
- Monitor fundraising performance against agreed targets and implement corrective actions where necessary.
- Provide regular fundraising reports and insights to Executive Management and the Board.

---

2. Donor Stewardship and Relationship Management

- Develop and implement donor stewardship and engagement plans.
- Build and maintain strong, long-term relationships with donors and funding partners.
- Ensure donors receive timely communications, impact reports, acknowledgements, and recognition.
- Manage donor retention initiatives and identify opportunities to increase donor support.
- Coordinate donor visits, events, meetings, and stakeholder engagements.
- Maintain a donor-centric approach that strengthens trust and enhances donor experience.

3. International Partnerships and Stakeholder Engagement

- Serve as the primary liaison with international supporters, volunteers, affiliates, and funding partners.
- Foster strategic relationships that promote Masicorp's mission and fundraising objectives.
- Provide regular updates, impact reports, and fundraising performance information to international stakeholders.
- Collaborate with local and international networks to identify partnership and funding opportunities.
- Represent Masicorp at relevant meetings, conferences, networking events, and donor engagements.

---

4. Grant and Proposal Management

- Lead the preparation and submission of grant applications and funding proposals.
- Coordinate information gathering across programme teams to support compelling donor submissions.
- Ensure all donor reporting obligations and grant conditions are met.
- Monitor grant performance and maintain compliance with donor requirements.
- Track funding applications and provide regular status updates to management.

---

5. Donor Database and Fundraising Operations

- Ensure the effective management and integrity of donor information within the CRM system.
- Maintain accurate records of donor engagement, communications, funding commitments, and reporting requirements.
- Produce fundraising analytics, dashboards, and reports to support decision-making.
- Implement systems and processes that improve fundraising effectiveness and efficiency.
- Maintain confidentiality and security of donor information in accordance with POPIA requirements.

---

6. Leadership and Collaboration

- Work collaboratively with fundraising team, finance and leadership teams to support fundraising objectives.
- Support the Board and relevant committees with fundraising information and initiatives.
- Provide guidance and mentorship to the fundraising team, oversee performance appraisals and deal with any staff or performance issues as they arise.
- Promote a culture of accountability, professionalism, and donor stewardship.

7. Governance, Compliance and Risk Management

- Ensure fundraising activities comply with applicable legislation, organisational policies, and ethical fundraising standards.
- Ensure compliance with donor conditions, reporting requirements, and grant agreements.
- Support organisational compliance relating to SARS Section 18A requirements, donor receipting, and reporting obligations.
- Identify and mitigate fundraising-related risks.
- Maintain accurate records and audit-ready documentation.

Success in this role may be measured by:

- Achievement of annual fundraising income targets.
- Marketing and Social media platform growth through analytics
- Donor retention and growth rates.
- Number and value of new funding partnerships secured.
- Grant application success rate.
- Timely submission of donor reports and grant requirements.
- Accuracy and quality of donor database management.
- Stakeholder and donor satisfaction levels.
- Growth of international fundraising and partnership opportunities.

Qualifications and Experience

Essential

- Bachelor's degree or diploma in Business, Marketing, Communications, Development Studies, Non-Profit Management, or a related field.
- Minimum of 5-7 years' experience in fundraising, business development, donor relations, or resource mobilisation.
- Demonstrated success in securing grants, sponsorships, and donor funding.
- Experience managing donor relationships and stakeholder engagement.
- Excellent proposal writing, presentation, and communication skills.
- Proficiency in Microsoft Office 365 and CRM/database management systems.

Preferred

- Experience within the non-profit or development sector.
- Experience working with international donors, foundations, and funding agencies.
- Experience in donor stewardship and fundraising strategy development.
- Project management experience.

Competencies

- Strategic Thinking
- Relationship Building and Networking
- Leadership and Influence
- Financial Acumen

- Fundraising and Business Development
- Negotiation and Persuasion
- Communication and Presentation Skills
- Planning and Organising
- Problem Solving and Decision Making
- Results Orientation
- Attention to Detail
- Integrity and Professionalism

Values and Behaviours

The Senior Fundraising Manager is expected to:

- Demonstrate commitment to Masicorp's vision, mission, and values.
- Act with integrity, transparency, and accountability.
- Build positive and respectful relationships with stakeholders.
- Champion collaboration and teamwork.
- Maintain confidentiality and professionalism at all times.
- Foster a donor-focused culture that prioritises stewardship, trust, and impact.
- This role requires a dynamic confident personality

To apply, submit the following to rudayba@maraisbutton.co.za

- CV and a motivation letter (in Word)
- Contact details of three work-related referees.

Closing date for Applications: Sunday 15th November 2026

Contact will only be made with shortlisted candidates.