

<b>Role:</b>	Fundraising lead
<b>Accountable to:</b>	Head of Fundraising & Brand
<b>Job Grade:</b>	C5
<b>Main purpose of this role:</b>	To secure income to TSIBA through sourcing and development of South African and International financial relationships and empowerment partnerships across the Socio-Economic Development (CSI), Skills Development, and Enterprise and Supplier Development (ESD) elements of the revised B-BBEE codes of practice.

<b>KEY PERFORMANCE AREAS</b>	
<b>Responsibilities:</b>	
<p><b>KPA 1: Prospect Research &amp; Networking (20%)</b></p> <ul style="list-style-type: none"> <li>● Conduct prospect research for new financial partner relationships across Socio-Economic Development (CSI), Skills Development, and Enterprise and Supplier Development.</li> <li>● Generate and qualify leads across all TSIBA revenue generation activities (Donor and Non-Donor).</li> <li>● Develop new relationships with corporate funding partners, individual high-net worth donors, trusts and foundations.</li> <li>● Update and maintain contact database (Devman).</li> </ul> <p><b>KPA 2: New Funding Partner Solicitation (20%)</b></p> <ul style="list-style-type: none"> <li>● Make calls/contact to prospective South African and International funding partners.</li> <li>● Meet with new funding partners and 'sell' TSIBA Social Impact and B-BBEE empowerment solutions.</li> <li>● Attend relevant conferences and training sessions for networking and learning.</li> <li>● Provide tours of TSIBA to prospective new financial funding partners.</li> <li>● Cultivate professional relationships and partnerships and promote opportunities for involvement with new funding partners in all areas of revenue generation activities and in-kind engagements at TSIBA.</li> <li>● Oversee announcement, marketing and launch of new relationships</li> <li>● Ensure customer service satisfaction and good donor and client relationships</li> </ul> <p><b>KPA 3: Build Funding Pipeline across SED, SD, and ESD (20%)</b></p> <ul style="list-style-type: none"> <li>● Identify relationships for Social Impact and SED, SD, and ESD partnerships in South Africa and with international Multinational organisations</li> <li>● Write and submit customized proposals and / or funding applications</li> <li>● Network and develop new relationships with Corporate partners</li> </ul>	

- Screen potential relationships by alignment to short- and long-term organizational goals.
- Close and Secure financial deals across a range of TSIBA B-BBEE solutions.

**KPA 4: Proposal Writing (20%)**

- Write and submit customized funding and revenue generation proposals or standardized applications, as applicable.

**KPA 5: Progress Reports & Administration (20%)**

- Maintain sales activity records and prepare sales reports.
- External regular reports to donors as per their requirements.
- Internal reporting on the status of relationships.
- Ensure that donor contracts are filed and all staff members concerned understand the reporting and other requirements that have been committed to.

**Competencies Required:**

- Strong fundraising and sales ability and experience (minimum six years).
- Solid understanding of B-BBEE codes of practice in relation to education solutions.
- Confidence in 'sales' discussions and presentations.
- Excellent interpersonal skills.
- Excellent writing skills.
- Excellent proposal and report writing skills.
- Excellent administration and organization skills.

**Experience and Qualifications:**

- Minimum Bachelor's degree, with Honours or Masters preferable.
- Proven track record in fundraising and sales.
- Community involvement is a distinct advantage.

**Attitude and Fit:**

- Embraces and is aligned with TSIBA's philosophy and values.
- Strong work ethic.
- Committed to lifelong learning and personal development.
- Willing to share and transfer knowledge to students and entrepreneurs.
- Able to work with young people on different levels.
- Demonstrates an understanding of entrepreneurs, the SMME sector and related issues.
- Works well in a team.
- Innovative and willing to try out new ideas.
- Self motivator who takes ownership Independent worker.

**Other: M&E deliverables**

- Track and report on income targets.
- Track and report on the pipeline.
- Track and report on funding partner relationships and M & E and reporting requirements.