



VACANCY: FUNDRAISER
(THREE-YEAR FIXED-TERM CONTRACT WITH THE POTENTIAL TO RENEW)

Position Title: Fundraiser
Location: Stellenbosch / remotely
Reporting Line: Resource Development Manager

BACKGROUND

Peace Parks is a non-profit conservation organization that specializes in conservation at scale through the development of Transfrontier Conservation Areas and the long-term management of key protected areas in partnership with government conservation agencies and communities within these landscapes. We currently focus on the development of five priority transboundary landscapes measuring over 65 million hectares throughout southern Africa and the co-management of ten national parks and protected areas covering over 5.2 million hectares.

Job Purpose

Peace Parks is about Conservation at Scale. The purpose of a Fundraiser is to expand and diversify Peace Park's donor base and mobilise funding for people and nature. This is done through developing new and creative partnership opportunities, developing lasting partnerships, and communicating Peace Park's messages in an engaging way. The role includes identifying funding opportunities aligned to priority funding needs, raising awareness among donor audiences, crafting proposals/applications, writing and/or contributing to informative reports, contributing to communication products and acting as donor liaison/relationship manager.

Profile

You are passionate about nature, love to network and are interested in meeting people. You are a great communicator, explorative, creative, outgoing and are very organized. You understand donor needs and why donors are in a partnership with Peace Parks. Managing proposal development processes and multitasking while meeting deadlines comes naturally. You have preferably worked in corporate fundraising and worked with High-Net-Worth Individuals or can justify why you would be a good fit for these donor groups.

Requirements

- A degree or equivalent qualification in communications, social sciences, natural sciences or similar
- A minimum of five years' experience in fundraising
- Experience in managing a corporate or philanthropist portfolio of partnerships including evidence of achieving significant new business targets
- Experience of managing a project proposal pipeline and experience of developing targeted applications and proposals to the corporate sector and High Net Worth Individuals, with a proven ability to present work in a compelling way that resonates with these audiences and articulates the mutual benefits of prospective partnerships
- Experience of developing good working relationships with donors, including negotiating with and influencing decision makers at all levels
- Capable in cultivating strong relationships with existing and prospective partners; in a way which communicates values and builds potential for long term support
- Knowledge of corporate foundations, and the processes required to secure income
- Full understanding of fundraising best practices and a track record in successful fundraising

- A firm grasp of giving trends (nationally and internationally) among the corporate sector and philanthropists and how to align these to the strategic goals of Peace Parks
- Exceptional communication and writing skills (English)
- The ability to collate information from disparate sources to provide timely and impactful donor reports, which requires an ability to build relationships with staff in remote areas
- An ability to act as an Account Manager, responsible for the coordination of a donor portfolio to ensure the grant lifecycle develops and is implemented smoothly from inception to close out
- Knowledge of and experience in monitoring, evaluation and learning
- An understanding of the potential of the various communication channels/platforms and the necessity to engage closely with the Peace Parks Communications team
- An ability to use Peace Parks' online customer relationship management system to record and process opportunities, agreements, reports, thank you letters, campaigns etc.
- An ability to work under pressure and honour deadlines
- An ability to travel as required

Advantageous:

- Experience and ability to manage donor events
- Understanding of Theories of Change and logical frameworks
- An understanding of biodiversity, climate change and/or sustainable development issues
- Experience in project management
- Advanced computer skills, including Excel
- Ability to create infographics/dashboards using tools such as Power BI

Interested candidates are invited to submit a cover letter detailing their interest in and suitability for the position, as well as a Curriculum Vitae, with the contact details of three references. These should be submitted by **31 March 2023**.

A competitive salary package will be negotiated, based on qualifications and experience.

Applications should be submitted to:

Human Resources

Peace Parks Foundation

11 Termo Road, Techno Park

P.O. Box 12743, Die Boord, Stellenbosch, South Africa

Email: applications@peaceparks.org