



Cape Town Head Office: 47 Westminster Road, Salt River, Cape Town,
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NPO Reg. Number: 032-082. PBO Tax Exemption Number: 930030238

VAT Reg. Number : 4850271927

BUSINESS DEVELOPMENT MANAGER

IkamvaYouth is a leading and award-winning non-profit organisation that provides support to high school learners to ensure that they pass matric (Grade 12) and access post-school opportunities.

IkamvaYouth is hiring a BUSINESS DEVELOPMENT MANAGER. The successful candidate will lead a dynamic business development team to ensure that the organisation has the income it needs to maintain its operations and build long-term sustainability to do its important work. The Business Development Manager is also part of the Executive Management Team.

Reporting line: Chief Executive Officer

Location: Cape Town / Pretoria

Salary: R448, 400 CTC per annum

Responsibilities:

- Ensuring that the department meets its fundraising, non-grant income and reserve targets
- Development and implementation of a fundraising and non-grant income strategy to achieve greater financial sustainability
- Pioneer and develop new and innovative sources of funding
- Implementation of research and development projects regarding donor recruitment
- Develop and initiate strategies to ensure donor retention
- Preparation and management of the departmental budget
- Development, implementation and management of the communication strategy
- Manage a Business Development team
- Active implementation and promotion of a work culture in line with IkamvaYouth's values

Qualification & Competencies Required:

- Bachelor's degree in development studies or a business related degree
- Minimum 5 years' experience in sales, fundraising, or business development
- Minimum 2 years' management experience
- Experience in grant management is required
- Proven fundraising/sales track record
- Ability to multi-task and prioritise multiple activities
- Excellent written and verbal communication skills
- High degree of computer and financial literacy
- Excellent interpersonal skills, with the ability to interact in a professional manner
- Working knowledge of Salesforce would be advantageous
- Commitment to IkamvaYouth's five values and redressing inequalities through education

TO APPLY:

Interested applicants should submit their Curriculum Vitae and a cover letter via email to careers@ikamvayouth.org with the subject heading "**Business Development Manager**" by 25th October 2019.