



Cape Town Head Office: 47 Westminster Road, Salt River, Cape Town,
South Africa, 7925

T +27 (0) 21 820 7444 | F +27 (0) 86 514 7197

www.ikamvayouth.org

NPO Reg. Number: 032-082. PBO Tax Exemption Number: 930030238

VAT Reg. Number : 4850271927

BUSINESS DEVELOPMENT MANAGER

IkamvaYouth is a township-based volunteer programme that gets learners out of poverty through education. The organisation exists to reduce inequality in South Africa, and its track record of matric results, access to post-school opportunities, and alumni success is proof that positive change is possible.

The Purpose of the Position:

The purpose of this position is to develop and manage IkamvaYouth's fundraising and sustainability strategy. Furthermore, he/she is required to oversee the efficient running of the business development department and to support other departments in achieving overall objectives of the organisation.

Reporting line: Chief Executive Officer

Location: Cape Town / Pretoria

Salary: R448, 400 CTC per annum

Responsibilities:

- Development and implementation of a fundraising and non-grant income strategy to achieve greater financial sustainability
- Ensuring that department meets its fundraising, non-grant income and reserve targets
- 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 marketing and public relations strategy
- Manage a Business Development team
- Active implementation and promotion of a work culture in line with IY 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 track fundraising 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 IY'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 27 January 2020.