



# INTERNATIONAL FUNDRAISER

## Foundation, Corporate & Individual (Alumni) Fundraising - Europe Development and Alumni Department (DAD)

Exciting opportunity to work at the University of Cape Town (UCT), a leading university on the African continent. If you believe you have the required skills, strategic insight, expertise, experience and drive to secure major donations, charitable gifts and grants from European corporates, foundations, philanthropists, international associations and alumni for the priority fundraising initiatives of the University of Cape Town, then please apply for the position of International Fundraiser in UCT's Development and Alumni Department. The position offers a unique opportunity to work with a great team, for a leading university, and to contribute towards advancing higher education in South Africa.

**The main purpose of this position** is to innovatively lead in developing and implementing the university's strategic plan to secure major donations from European organisations, foundations and individuals and to present UCT's excellence at organized events.

The successful candidate will be expected to do extensive international travel (and national, where appropriate).

### Requirements:

- Relevant NQF 8 qualification or European 'Berufslehre
- Minimum of 5 years' experience working in fundraising in a European fundraising context
- The ability to speak a European language(s) preferably, German and/or French
- A proven record of securing major donations in excess of ZAR 5 million
- Knowledge of database management with exposure to any CRM application and proven ability to use these to develop and manage client relationships
- Results driven
- Strong interpersonal and persuasive skills
- Entrepreneurial thinking and innovative planning and execution in European fundraising
- A seasoned individual with proven leadership skills and an ability to effectively work abroad.
- Reliable own transport

### The following will be advantageous

- Working in fundraising with Corporates, Trusts & Foundations, and Philanthropists.

### Responsibilities:

- Conceptually develop, manage and implement a strategic fundraising plan for Europe through engaging with relevant internal and external stakeholders
- Fundraising from European corporates, foundations, philanthropists international associations and alumni
- Cultivation of alumni and current donors; re-activation of lapsed donors; solicitation of new donors
- Stewardship of European alumni and donors (including the timely submission of grant agreements, thank you letters, and reports)
- Positioning UCT effectively in Europe by representing and presenting UCT at European Philanthropy Conferences and appropriate events
- Initiating and developing strategic partnerships in Europe
- Fundraising in South Africa where appropriate, for example sub-Saharan branches of European companies and foundations

**To apply**, please e-mail the below documents in a **single pdf file** to Mr Ian Petersen at [recruitment02@uct.ac.za](mailto:recruitment02@uct.ac.za)

- UCT Application Form (download at <http://forms.uct.ac.za/hr201.doc>)
- Letter of motivation, and
- Curriculum Vitae (CV) - maximum 4 pages

Please ensure the title and reference number are indicated in the subject line.

An application which does not comply with the above requirements will be regarded as incomplete. Only shortlisted candidates will be contacted and may be required to undergo a competency test.

**Telephone:** 021 650 2163

**Website:** [www.uct.ac.za/dad/news/](http://www.uct.ac.za/dad/news/)

**Reference number:** E200232

**Closing date:** 28 August 2020

UCT is committed to the pursuit of excellence, diversity and redress in achieving its equity targets. Our Employment Equity Policy is available at <http://www.uct.ac.za/downloads/uct.ac.za/about/policies/eepolicy.pdf>.

UCT reserves the right not to appoint.