



Head of Partnerships and Development

Johannesburg, Pretoria or Cape Town

We are looking for a dynamic and driven Head of Partnerships and Development, with extensive fundraising experience. This is a full-time, hybrid position based in Johannesburg, Pretoria, or Cape Town. Part-time consultancy opportunities supporting this role are also available. Read the details below and apply by 17 March 2025.

Background

Our organisation, Ilifa Labantwana, supports the South African systems that enable quality early childhood development services and care, support children's caregivers, and create sustainable livelihoods for women through the care economy.

We use our deep understanding of government and technical expertise alongside evidence, collaboration, and advocacy to strengthen the early childhood development ecosystem.

Purpose

The **Head of Partnerships and Development** will drive our strategic partnerships and resource mobilisation efforts. They will foster impactful collaborations with key stakeholders and secure sustainable funding to realise our vision of quality early childhood development for all children that also supports caregivers, creates sustainable livelihoods for women.

Key responsibilities

- **Fundraising and resource mobilisation:** Develop and execute a fundraising strategy and processes to secure multi-year funding from diverse sources. Identify, engage, and steward new and existing donors. Prepare compelling funding pitches, proposals, grant applications, and reports to secure and maintain funding partnerships;
- **Partnerships development:** Develop strategic partnerships and represent our organisation at high-level stakeholder engagements, forums, and conferences to enhance visibility and impact;
- **Communication:** Develop strategic messaging and positioning for funder engagement and partnerships in collaboration with our Communications Department;
- **Advocacy:** Leverage partnerships to drive the early childhood development agenda and systems change through coordinated advocacy efforts;

- **Organisational leadership and strategic input:** Provide leadership on partnerships and fundraising within the team and contribute to overall strategy development.

Qualifications and experience

- A postgraduate degree in Development Studies, Business Administration, Public Policy, or a related field;
- At least 7 years' experience in fundraising or business development within the nonprofit, corporate social investment, or public sector;
- Successful track record of working with international donors and funding agencies; as well as securing and managing multi-year donor funding;
- Proven experience of building and fostering strategic partnerships.

Knowledge and competencies

- Excellent English communication, writing, and presentation skills;
- Ability to work collaboratively in a dynamic and mission-driven environment;
- Excellent stakeholder management and negotiation skills;
- Entrepreneurial mindset with a strategic, proactive, and innovative approach;
- Strong project management skills with the ability to multitask and manage up;
- Understanding of early childhood development, social investment, and/or systemic change initiatives in South Africa, Africa, and the Global South will be advantageous.

Ilifa Labantwana strives to be a diverse and equitable organisation. Preference will be given to South African black candidates as defined by the B-BBEE Act.

Closing date: Monday, 17 March 2025 | 17h00 SAST

Please send your CV and 1-page cover letter to recruitment@ilifalabantwana.co.za, with the subject line "Head of Partnerships and Impact". For further information about our organisation, visit www.ilifalabantwana.co.za

Please accept your application as unsuccessful if you have not heard from us by 18 April 2025.

This is a full-time, hybrid position based in Johannesburg, Pretoria, or Cape Town that reports to our Director of Partnerships and Impact. We are in the process of expanding our Partnerships and Impact portfolio and will have additional opportunities that will support the role described above on a part-time consultancy basis. Please contact us with your CV and short motivation on the same email - recruitment@ilifalabantwana.co.za - if you are interested.