



Job Title: Manager, Institutional Partnerships

Reporting To: Head of Trusts & Foundations, CAMFED International

Salary: £36,000 - £45,000 per annum

Hours: Monday – Friday 09:00 until 5:30 (37.5hrs per week), flexibility, including core hours will be considered.

Location: CAMFED operates a flexible working policy, we anticipate this role will require you to attend the Cambridge office for at least two days a week

Who are we?

CAMFED (Campaign for Female Education) is an international non-profit organisation tackling poverty and inequality by supporting marginalised girls to go to school and succeed, and empowering young women to step up as leaders of change. Over the next five years, we have set the audacious goal of supporting five million more girls in rural sub-Saharan Africa to learn and thrive in school, and to create the future they imagine - for themselves, for their communities, and for Africa. This is an excellent opportunity to join a passionate and dedicated fundraising team delivering an ambitious five-year strategy that campaigns for social justice, economic development and climate action.

Why join us?

You will join a fast-paced, goal-oriented global team working in coordination to deliver on an ambitious fundraising strategy, deploying a world-class approach to philanthropic partnerships. Last year CAMFED won the Conrad N. Hilton Humanitarian Prize, the world's largest annual humanitarian award, and also received the 2021 Princess of Asturias Award for International Cooperation, which counts Nelson Mandela among its esteemed past laureates.

Working as part of the CAMFED International fundraising team, you will have an opportunity to engage with colleagues in Africa, learn from leaders in the field of international development and contribute to a global team that likes to mix laughs and learning with hard work and results. You will see and appreciate the extraordinary impact of your fundraising success in the communities served by CAMFED, and your professional growth will be a priority and ongoing conversation.

What's the role?

Institutional partnerships are central to delivering CAMFED's fundraising strategy, and as such, this is a key role within the fundraising team. The Manager, Institutional Partnerships, will work closely with the CAMFED International Head of Trusts & Foundations, alongside the Senior Manager of Corporate Relations, and colleagues in the US fundraising team, to increase institutional income through coordinated outreach to donor partners across the globe.

You can expect the following responsibilities:

- Working within CAMFED's Global Development team to implement the Institutional Fundraising strategy that is aligned with the organisation's Strategic Plan.

- Build and maintain a mixed portfolio, predominantly of Trusts and Foundations, that demonstrates a high level of activity to help achieve annual revenue targets.
- Work as part of CAMFED's Global Development team to develop and actively manage a diverse portfolio of prospects and donors with capacity to give >£50,000.
- Make donor visits and participate in events (in person or virtual), and communicate by telephone and in writing with prospective donors in order to assess their philanthropic interest.
- Develop compelling and professionally presented funding proposals, concept notes, and partnership concepts with sufficient levels of detail for the intended audience.
- Participate in all aspects of the gift cycle, moving donors through: identification, qualification, cultivation, solicitation, and stewardship, engaging and enlisting the help of colleagues, CAMFED's Global Executive team and leadership, always acting in coordination with the rest of the Global Development team.
- Follow up on gift solicitations to ensure closure and satisfactory settlement and recording of gifts and commitments.
- Maintain accurate Salesforce records in accordance with CAMFED's fundraising processes and structures.
- Contribute to the culture of professional philanthropy.

Skills and qualities for the role

- Extensive exposure within a non-profit or educational setting; or equivalent combination of education and exposure.
- Excellent written and oral communication skills, including proposal writing, with a particular ability to make complex concepts accessible and interesting.
- Proven ability to build effective long-term relationships by inspiring and motivating donors and fundraising partners.
- Good attention to detail and understanding of the complex context in which CAMFED works.
- Commitment to and passion for CAMFED's values, mission and vision, as well as education, social justice and gender equity.
- Proactive, with a proven ability to progress multiple workstreams, prioritise tasks and work to tight deadlines in a fast-paced environment.
- Ability to take initiative and develop solutions to challenges as they arise.
- Team player, with a commitment to learning and professional development.

Please send your CV together with a covering letter explaining the reasons why you have applied for the role and reference "Manager - Institutional Partnerships" to hr@camfed.org by 9am on Tuesday 30th August 2022.

CAMFED is committed to providing equality of opportunity and valuing diversity for all current and prospective staff, volunteers and Board members. We aim to ensure that this commitment, reinforced by our values, is embedded in our day-to-day working practices and our work together.

Please note only applications with a cover letter will be considered.