

Job Announcement



Head of Grants Unit

Location:	Global
Reporting to:	Group Chief Development Officer
Annual salary:	\$80K
Working hours:	Full time

Background

[ForAfrika](#) is embarking on its 40th anniversary year and we are looking to build a new team of fundraising experts. ForAfrika is seeking a knowledgeable and experienced institutional fundraiser who can help expand the funding from current and new donors to advance the delivery of our mission. The Head of Grants will be a crucial member of a team that will help empower 20 million Africans to sustainably provide for themselves by 2032.

Before its rebranding in 2022, [ForAfrika](#) was known as JAM International. When our founder, the late Peter Pretorius, was left stranded in Pambarra, Mozambique in 1984, he saw the horrific consequences of starvation — children were dying around him every day. The experience changed his life forever and he and his wife Ann committed themselves to fighting for a better future for Africa's children.

From initially only providing lifesaving nutritional relief in one country, the organization has grown to deliver a variety of localized program interventions in another five African countries: Angola, Rwanda, South Africa, South Sudan, and Uganda.

Programs include: Emergency Response; Water, Sanitation and Hygiene, Health & Nutrition, Food Security and Livelihoods, Education, and Economic Empowerment.

ForAfrika's total global income is expected to be over \$60 M in 2022 and \$150 M by 2025, including an ambitious strategy of growth to expand to other African countries with the goal of ensuring 20 million people can sustainably provide for themselves as a result of ForAfrika's interventions. To achieve such exponential growth ForAfrika wants to retain and recruit the best staff.

Purpose of role

For Afrika is launching an ambitious new strategy, to secure increased amounts of funding from a range of institutional donors, in order to deliver our mission for an Africa that thrives. As part of this strategy, we are recruiting an expert to set-up and run the new Grants Unit, reporting to the Group Chief Development Officer. Leading the work themselves and launching a call for expressions of interest from suitably qualified individuals interested in joining a pool of consultants to support bid writing.

Primary responsibilities

- Taking overall responsibility for the management and coordination of ForAfrika's global institutional fundraising.
- Delivering global income growth and coordinating all institutional activity across the Group.
- Maintaining solid day-to-day relationships with institutional funders, their staff, and representatives.
- Writing the annual institutional budget and making key decisions on applications and reporting measures.
- Compiling the annual budget for all planned institutional fundraising.
- Working closely with country offices and the Program Department to ensure the group delivers its full potential.
- Developing and applying mechanisms to monitor and evaluate global performance against objectives.
- Building effective training programs and conducting regular staff needs analysis to ensure all country offices and their support staff are versed in global best practice with regard to institutional fundraising.
- Ensuring that all institutional reporting requirements are delivered on time and as per each contract requirements.
- Managing and reporting and recording on Salesforce.
- Building a pool of consultants to support bid writing for larger grants or when there are multiple deadlines.

Experience and qualifications

- Excellent writing skills with at least five years of experience in bid/proposal writing within the international development sector.

- Specific experience with water, sanitation, and hygiene (WASH), emergency response, food security and livelihoods, education, health and nutrition, or economic empowerment projects.
- Substantial experience writing bids/proposals for one or more of the following donors: DfID, EC DevCo (EuropeAid), USAID, Sida, Global Affairs Canada, and UN agencies.
- Experience in successfully managing a portfolio of funding opportunities from prospect research to grant agreement.
- Familiarity with project conceptualisation tools, such as Theory of Change (ToC) and Logical Framework Approach (LFA).
- Strong budget development skills and familiarity with principles and methodologies for cost recovery.
- Ability to manage a range of internal and external stakeholders effectively and secure their inputs within tight deadlines.
- High-level of coordination and leading with excellent and precise time management.
- Strongly analytical mind, keeping exceptional records, monitoring and evaluating success frequently.
- Resourceful, highly intuitive, and a lead on complex issues requiring creative solutions.
- Able to travel internationally as and when required.

ForAfrika is committed to achieving diversity within its workforce, and irrespective of gender, nationality, disability, sexual orientation, culture, religious and ethnic backgrounds to apply. All applications will be treated in strictest confidence.

To apply for the post

Please send a letter of application stating the skills and approach that you would bring to the post with your CV/resume (no photos) in strict confidence by email only to Ruth Gardner ruth@darylupsall.com.

Please ensure they are sent as PDF documents with the titles “*your name cover letter*” and “*your name CV*” Please put “*ForAfrika – Head of Grants Unit*” in the email subject line.

The deadline for application is Sunday 12th of March, 2023

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Daryl Upsall International actively promotes equality, diversity and inclusion. In recruiting candidates, we seek candidates with the proven skills required; irrespective of race, gender, religion or belief, age, disability or sexual orientation.