

Fundraising Manager

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Company: SnaPhunt

Location: Lahore

Category: other-general

The Offer

Leadership Role

A role that offers a breadth of learning opportunities

Able to earn on the incentive basis

The Job

Your responsibilities will include:

Responsible for developing and executing comprehensive fundraising strategies and establishing strategic partnerships, building relationships with donors, managing fundraising campaigns, cultivating relationships with HNI's and corporate donors and fostering collaborations with key stakeholders. This position requires strong leadership skills, exceptional communication abilities, and a passion for making a positive social impact.

Manage the overall fundraising and partnership program including identify potential funding resources and developing fundraising strategies.

Cultivate relationships with HNI's, corporate donors and other donor entities to build a portfolio of potential donors.

Develop, coordinate and implement fundraising campaigns, events, and activities to

achieve organizational financial goals.

Ensure compliance with all relevant regulations, laws and industry standards. • Develop, coordinate and deliver training and development opportunities for internal staff related to fundraising and partnership activities.

Manage the budget and resources allocated to the fundraising and partnership program.

Stay current on trends, best practices and industry standards related to fundraising, partnerships and philanthropy.

Manage and develop relationships with external stakeholders, including corporate partners, foundations and HNI's.

Develop and implement strategies to optimize fundraising activities.

Conduct prospect research and maintain a donor pipeline to identify and engage new potential supporters.

Build and maintain a network of strategic partnerships with corporate entities, government agencies, NGOs, and educational institutions to enhance the organization's reach and impact.

Represent the organization at fundraising events, conferences, and relevant forums to raise awareness and promote the mission and work of NGO

Provide regular reports and updates on fundraising activities, donor relationships, to the management.

The Profile

Bachelor's/Master's degree in Business, Marketing, Communication, Social Sciences or a related field.

5 - 8 years of experience in resource mobilization, fundraising, donor relations, corporate partnerships or a related field

Ability to build and maintain strong relationships with donors, partners, and

stakeholders.

Ability to motivate and influence supporters to reach fundraising targets

Highly self-motivated and able to work autonomously, take initiative and make decisions

Ability to manage multiple projects and prioritize tasks and time management skills.

Excellent interpersonal, presentation, networking, and negotiation skills.

Ability to work independently and collaboratively as part of a team.

Knowledge of fundraising techniques and strategies, grant writing and proposal development.

Proficiency in Microsoft Office Suite and donor/fundraising databases and softwares is plus

The Employer

Our client is a nonprofit organization based in Lahore, Pakistan. Established with the primary aim of combating corruption and crime in the country, the organization is instrumental in creating awareness, promoting transparency, and advocating for a fair and accountable society.

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