



Job Title: **Fundraising Director/COO**
Job location: London, UK
Reporting to: Chief Executive, UK

The Role

Sentebale seeks an ambitious, dynamic, experienced, proven income generator with strong management experience.

Reporting directly to the CEO, and a key member of the Senior Executive Team, you will be responsible and accountable for the overall leadership and implementation of an income generation strategy and the operational management of the UK office, including:

- Supporting the CEO in developing and implementing the organisations strategy, working closely with the Board and senior management team
- Managing and growing the income revenue from current level of £4m per annum
- Developing and implementing a significant growth strategy over the next three to five years to including income generation in the UK, US and South Africa for existing programmes and planned programme extensions
- Oversee the work of the London office, including communications, finance and administrative teams, in addition to the Fundraising team.

The current fundraising team includes a Fundraising Manager and an Events Consultant.

In addition to the above core responsibilities, you will also:

- Report to the Board of Trustees on income generation progress and strategy
- Contribute to the charity's strategy and policy development.
- Maintain open and effective communication lines between the UK, Lesotho, Botswana and US offices.
- Provide leadership to staff in London, Lesotho and Botswana upholding the values and aims of the charity.
- At every opportunity, act as an Ambassador for Sentebale, promoting our work with vulnerable children
- Any other duties as designated by the Chief Executive and/or the Board and commensurate with the post.

Person Specification:

You will

- be from an International development, voluntary fundraising, financial services/investment; or marketing/sales background with a proven track record of raising funds from a variety of sources and the experience of working with high net worth individuals and high value brands.

- have senior level management experience, including strategy development and implementation, financial and resource management.
- experience of drafting successful proposals and presenting these face-to-face to senior individuals; ability to build senior-level relationships with professionalism and gravitas
- experience of budget development, control and presentation; strong analysis and report writing skills
- be proactive and prepared to take ownership of planning ahead at both strategic and operational level
- experience of staff management, within the context of a multi-cultural team and multiple locations
- understand and appreciate the geopolitical context and the issues relating to HIV/ AIDS
- have a proactive, problem-solving, practical attitude/ approach; willing to be hands-on
- be comfortable and professional in situations that require high levels of confidentiality or sensitivity
- show an ability to demonstrate personal resilience and self-motivation under difficult circumstances including high levels of personal drive and empathy with Sentebale's aims and values
- possess excellent interpersonal and communication skills, combining a sensitive approach with strong networking/ advocacy skills

Additional Information:

Hours of Work: Full-time; Monday-Friday core office hours of 9-5.30pm
 Location: London, occasional international travel required
 Paid Leave: 25 days plus bank holidays
 Salary: Competitive

Closing date: 23rd September 2018

To apply, please send a curriculum vitae and covering letter to info@sentebale.org

Background on Sentebale

Our Vision:

To work in partnership to positively transform the lives of the world's most vulnerable children.

Our Mission:

To become the leading organisation in the provision of psychosocial support for children affected by HIV in southern Africa.

For more information on Sentebale, please see our website www.sentebale.org