



GBVF
RESPONSE FUND

Job Profile

JOB INFORMATION SUMMARY	
JOB TITLE:	Head of Fundraising & Stakeholder Management
REPORTS TO:	Chief Executive Officer (CEO)
REPORTEES:	Fundraising Manager, Advocacy & Communication Manager, Stakeholder Administrator
FUNCTIONAL AREA:	Stakeholder Engagement
GRADE/ SALARY:	E Lower
LOCATION:	Johannesburg, South Africa
ABOUT THE ORGANISATION	
<p>The economic and social cost of gender-based violence is not only catastrophic to social progress but has inhibiting effects to women leading productive lives in society. South Africa is facing a humanitarian crisis of women and children who live in fear.</p> <p>The Gender-Based Violence and Femicide (GBVF) Response Fund, is a private sector led initiative that was launched by His Excellency President Cyril Ramaphosa in 2021 to tackle the scourge of GBVF in South Africa. The Fund's goal is a South Africa free from gender-based violence and femicide directed at women, children, and vulnerable persons. The organisation is guided by the National Strategic Plan on GBVF and aims to play a critical role in making change happen through research, awareness, and practical support to organisations actively engaged in the fight against this scourge.</p>	
ROLE PURPOSE	
<p>The Head of Fundraising and Stakeholder Management is responsible for leading the Fund's external engagement strategy, including stakeholder relations, advocacy, communications and resource mobilisation.</p> <p>The role provides strategic leadership for the development and implementation of a diversified and sustainable fundraising strategy, ensuring alignment with the Fund's programme priorities and long-term impact goals. The role strengthens the Fund's convening power, influence and credibility by ensuring coherent and strategic engagement with government, civil society, private sector, donors, media and communities.</p> <p>The Head of Fundraising and Stakeholder Management oversees the integration of fundraising, advocacy and communications functions to amplify impact, mobilise resources and advance systemic change.</p>	

KEY PERFORMANCE AREAS

Functional Competencies

Key Performance Area	Key Activities
a) Stakeholder Strategy & Movement Catalysis	<ul style="list-style-type: none"> • Develop and lead the Fund's integrated stakeholder engagement strategy aligned to the overall Fund's strategy. • Position the Fund as a credible convenor and movement builder in the GBVF ecosystem. • Identify and cultivate strategic alliances across government, civil society, private sector, philanthropy, academia and social movements. • Strengthen sector coordination and collaboration through structured convening platforms. • Ensure alignment between stakeholder engagement, advocacy, communications and fundraising to maximise influence and resource mobilisation outcomes. • Ensure coherent and strategic engagement across all stakeholder categories.
b) Resource mobilisation & Fundraising Strategy Leadership	<ul style="list-style-type: none"> • Provide strategic leadership for the Fund's resource mobilisation strategy, ensuring long-term financial sustainability. • Oversee the development and management of a diversified funding pipeline across bilateral, multilateral, private sector and philanthropic sources. • Guide and support the Fundraising Manager in pipeline development, donor positioning and opportunity prioritisation. • Engage directly in high-level donor cultivation, relationship building and strategic partnerships. • Support the CEO in strategic fundraising engagements and positioning with key donors and partners. • Ensure strong alignment between fundraising priorities and programme strategy. • Oversee development of compelling value propositions and funding narratives. • Monitor fundraising performance, pipeline health and conversion rates. • Identify risks and opportunities related to funding sustainability and take corrective action where required.
c) Advocacy & Policy Influence leadership	<ul style="list-style-type: none"> • Lead development and execution of the Fund's advocacy strategy. • Shape policy positioning and narrative framing on GBVF issues. • Identify priority advocacy opportunities aligned to the Fund's deep intervention model. • Guide development of policy briefs, position papers and thought leadership outputs. • Build and maintain strategic relationships with policymakers and sector influencers. • Ensure advocacy efforts are evidence-informed and aligned to programme insights.
d) Strategic Communication, Brand & Reputation Management	<ul style="list-style-type: none"> • Lead the Fund's communications and brand positioning strategy. • Ensure coherent messaging across fundraising, advocacy and programme communications. • Oversee media strategy, public relations and external communications. • Safeguard the Fund's brand integrity and reputation. • Oversee website, social media and digital engagement strategies. • Ensure impact stories effectively amplify programme outcomes and influence stakeholders. • Provide Board-level reporting on media, brand and communications performance.
e) External engagement	<ul style="list-style-type: none"> • Establish stakeholder engagement KPIs and performance metrics • Monitor influence, engagement and public positioning indicators

	<ul style="list-style-type: none"> Analyse sector trends and external environment shift to inform strategic positioning Integrate stakeholder intelligence into executive decision-making Ensure cross-functional collaboration between programmes, operational and fundraising
f) People Leadership	<ul style="list-style-type: none"> Lead and integrate the fundraising, advocacy and communications functions into a cohesive external engagement platform. Provide leadership, direction and performance oversight to direct reports. Integrate the three functions into a cohesive external engagement platform The Stakeholder Administrator provides shared administrative and coordination support across fundraising, advocacy and communications functions. Establish team performance objectives aligned to strategic priorities Build capacity in strategic influencing, donor engagement and communications Foster a culture of collaboration, accountability and innovation Support succession planning within this function.
g) Other	<ul style="list-style-type: none"> Carry out any other additional responsibilities that are related to the scope of the job as requested by the Line Manager. Primary responsibilities are related to this scope, however supporting other team members is also a valued part of the role. Ensure compliance with organisational policies.

ROLE COMPETENCIES

- Strong knowledge of movement building and coalition leadership
- Strategic narrative development, systems and ecosystem thinking
- Strong relationship-building and networking skills, with cultural sensitivity and ability to engage diverse donor audiences
- Political acumen, policy influencing, donor strategy and stakeholder diplomacy.
- External engagement intelligence, negotiation and alliance building, cross-sector engagement.
- Ability to analyse donor trends, interpret donor guidelines, and align proposals accordingly.
- High-level stakeholder management, external engagement intelligence, brand and reputational management.
- Proficiency in the Microsoft Office Suite and donor database systems (CRM).
- Ability to align donor engagement strategies with the organisation's overall fundraising and advocacy objectives.
- Commitment to confidentiality, donor trust, and safeguarding standards.
- Ability to manage multiple deadlines and evolving donor requirements in a dynamic environment.
- Ability to work well with internal and external stakeholders
- Work efficiently and effectively remotely
- Ability to work independently and outside normal working hours, when required
- The ability to work in an environment of cultural diversity, build and sustain a culture that enables critical reflection, transparency, dignity, mutual recognition and support.

JOB SPECIFIC REQUIREMENTS

Experience

Required years of experience at this level

- Minimum 10 years' senior experience in stakeholder management, fundraising, advocacy or strategic communications within the NGO sector
- Proven track record in resource mobilisation and donor engagement.
- Experience influencing policy and managing complex stakeholder ecosystems.
- The staff member must be willing and able to travel as required

Qualifications

Minimum Qualifications Required

Postgraduate qualification in Public Policy, Development Studies, Communications, International Relations, Business, or related field.

Job profile approved by:

Name (Incumbent)

Signature

Date

Chief Executive Officer

Signature

Date