

Position & Reports To

Senior Manager / Director, Strategic Partnerships

Reports to CEO and Board on fundraising performance, trends, and long-term outlook

What we offer you:

- Opportunity to work in a family-centric cultured environment.
- Hybrid work model arrangement
- We encourage employees to put family first and Flexible Work Arrangement (FWA) is a given.

Job Overview

The Senior Manager/Director, Strategic Partnership will be responsible for leading all fundraising activities and strategies for Centre for Fathering: DADs for Life and MUMs for Life.

This includes developing and executing an innovative, multi-channel fundraising plan to cultivate new donors and revenue streams, while stewarding and retaining existing supporters.

The person will oversee fundraising from individual donors, corporations, foundations, and other sources.

This is a senior leadership role that will build and manage a high-performing fundraising team

Responsibilities and Duties

- 1) Develop and implement a comprehensive fundraising strategy to significantly increase revenue from diverse sources including individual donors, corporations, foundations, government grants, fundraising events, etc.
- 2) Build and maintain a robust pipeline of donor prospects through networking, research, and outreach
- 3) Oversee all fundraising campaigns, appeals, events, grant proposals, corporate partnerships, and crowd-funding initiatives
- 4) Build a team of fundraising professionals that are passionate about of cause and mission on fathering
- 5) Set ambitious yet achievable financial goals and associated activity metrics for fundraising streams

- 6) Leverage data, analytics, and industry best practices to optimize fundraising efforts and donor communications
- 7) Ensure fundraising activities comply with all relevant laws, ethical guidelines, and organisational policies
- 8) Collaborate with marketing/communications to develop compelling cases for support and fundraising materials
- 9) Provide leadership and represent the organisation to potential and existing donors and partners

Qualifications and experiences

- Bachelor's degree required, advanced degree preferred
- > 10+ years of progressive fundraising experience across multiple channels and donor types
- Proven ability to design and execute successful multi-million dollar fundraising campaigns
- Track record of cultivating and soliciting major donations from corporations, and foundations
- Experience managing and motivating fundraising teams to meet and exceed goals
- Superior communication skills and ability to passionately convey the organization's mission
- Strong data analysis, strategic planning, budgeting and financial management capabilities
- Diplomacy and exceptional relationship-building talent with internal and external stakeholders
- Knowledge of fundraising legal compliance, ethical standards, and best practices
- Creative, entrepreneurial, and results-oriented mindset

Remuneration

Remuneration will commensurate with qualification and experience, in alignment with the NCSS Salary Guidelines

Submission and Closing Date

Please submit your CV to hr@fathers.com.sg.