

## VACANCY FOR A SENIOR DEVELOPMENT HEAD

### Who is SmartStart Early Learning?

SmartStart is a *successful national network* of NGOs and partners that is realising quality, affordable early learning for all children aged three to five. We are achieving this by *scaling a network of and building a platform for providers, achieving specific ecosystem transformations with governments and partners, and promoting early learning as a priority societal cause.*

### Purpose

The **Senior Development Head** will enable SmartStart's scale trajectory by **leading the network's strategic fundraising for increasingly large unrestricted funding** from an appropriate mix of sources, including cultivating and stewarding principled relationships with funders and leading development-related communications.

*The successful individual will be a **curious, creative, driven fundraising professional with extensive experience catalysing funders to action for a societal cause.***

### Key Responsibilities

- **Lead fundraising of R350m unrestricted for financial year 2025-26** and significantly more for each year after with an appropriate, evolving mix of funding types and sources
- Drive **significant increase in state funding** across sources for (SmartStart) practitioners-and-programmes as well as the SmartStart platform
- Guide, develop, pursue and refine **development strategy** that secures the funds SmartStart needs now and builds the relationships and reputation to succeed into the future
  - Identify and pursue appropriate **funders new to SmartStart**
- **Develop and steward principled partnerships and relationships** with (potential) investors and/or other funders, donors, sponsors, and supporters internationally (incl. in South Africa)
- **Lead and manage development communications by representing and narrating SmartStart with relevant audiences and constituencies**, incl. producing & disseminating content for different development audiences in collaboration with relevant colleagues
- **Manage the development life-cycle** – incl. generating leads; making contacts; developing proposals and/or pitching; building relationships; and reporting




### Qualifications and Experience

- **Master's degree** (or equivalent) in a related discipline
- At least **8 years' relevant & diverse experience** in **complex organisational-systemic contexts, ideally** incl. early childhood development, education, or public health
- **Min. 4 years in senior role(s) successfully leading functions and managing teams**
- **Advantageous: fluency in one or more African languages**

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### Knowledge and Skills

- **Building a network of social investment and fundraising partnerships for social change across national / societal scale** or equivalent
- Strong understanding of **international funding ecosystem(s) dynamics and major entities**
- Excellent communication skills, incl. **networking and negotiating, presentations and proposals** adaptable across constituencies and contexts
- Excellent **interpersonal relationship-building** skills
- **Creativity and risk appetite**
- **Fast learning**, incl. appropriate research skills
- Experience in, or familiarity with, **appropriate development partnerships management technology**

### Child Safeguarding Policy

Applicants must adhere to the SmartStart Child Safeguarding Policy, which has been developed in accordance with the International Standards for Child Safeguarding, which provides a benchmark for organisations working with children. Under this Policy, SmartStart will not employ anyone whose name is on the National Child Protection Register or who has been convicted of a criminal offence involving a child.

**To apply:** Interested candidates must submit a motivation letter highlighting your suitability to the role and a CV with contact details of three work-related referees to MaraisButton & Associates.

**Email:** [annelie@maraisbutton.co.za](mailto:annelie@maraisbutton.co.za)

**Closing date:** 5 September 2024

**Location:** Hybrid

