



**Senior Manager:
Resource Mobilization & Philanthropic Partnerships**

Benefits: 4-day week, 25 days annual leave, 6 months fully paid parental leave, contribution to health benefits dependent on location

Location: Remote, Global

Salary: \$55,000 - 70,000 dependent on experience

Reports to: CEO's with dotted lines to Director of Finance and Heads of Initiatives

Reportees: None

About Purposeful

Purposeful is an Africa-rooted global hub for girls' activism. For millennia girls have played a critical role in struggles for freedom and liberation. From Africa's anti-colonial movements to the Arab spring to climate justice organising and everything in between - their resistance has always sparked and sustained transformational change. And yet, too often girls are separated and sidelined from resources and shut out from decision-making spaces, their power deliberately obscured and hidden from view. Centering the political power of young feminists across the world, we work so that girls and their allies have access to the resources, networks and platforms they need to power their activism and remake the world.

Purposeful works to shift the allocation of resources, policies and programmatic practices with and for girls and young feminists across the world. This includes re-distributing resources in highly flexible and innovative ways, including to girls shut out from traditional banking infrastructure. We leverage learnings from our own practice to support others to move from protectionist to power-building approaches that promote the collective liberation of girls. Working in partnership with civil society and development communities we hold learning spaces, convene practitioners, build national coalitions and co-create collective advocacy voice. Across all that we do, we work to make girls' political power visible so that their organizing and activism is resourced in healthy and sustainable ways for the long term.

Context of the role

Purposeful has maintained sustained growth over the last 6 years since our organization's inception, with an annual budget approaching \$10M for the coming financial year. We have a strong funder base primarily made up of Private Foundations and Bi-lateral resources, with some individual donors.

Resource mobilization, partnership management and reporting has primarily been led from the co-CEO's office in coordination with heads of department across our grant-making, programming and advocacy teams. Given the significant number of grants (currently 30+ active grants) and large volume of reports and proposals we now service, it is an important moment to bring on board an experienced team member to help steward our process, build a long term resource mobilization strategy, and help to cultivate a strong pipeline of potential funders to ensure the long term financial health of the organization.

Key Responsibilities

Resource Mobilization Strategy and Leadership (40%):

- In partnership with the Senior team, including the co-CEO's office and Heads of Department, build a resource mobilization strategy for the organization
- Develop a specific strategy line for resource mobilization from individual donors, including HNW and broader public
- Act as a champion for the strategy across the organization, supporting others to develop skills in resource mobilization
- Cultivate a pipeline of new donors from amongst a diversified set of actors, in partnership with the co-CEO's

Reporting and proposal writing (40%):

- Support a range of activities required to prepare, write and submit proposals and grant narrative reports to individual and institutional sources, including: Lead on / support the writing, editing, and overseeing of the completion and submission of narrative reports on current grants (At least 50% of the role will focus on proposal and report-writing)
- Collaborate with Finance Team members to prepare financial budgets and reports for donors as needed.
- Support the writing and editing of concept notes, and grant proposals for submission including gathering all required documentation.
- Work closely with the other team members to gather information to demonstrate the impact of various funding streams, including our learning and insights team.
- Analyze trends, successes, challenges, and learning from across Purposeful's initiatives to help build a powerful story about our work.

Philanthropic Advocacy (20%)

- Support the Resourcing Resistance (Grant-making) team in key philanthropic advocacy spaces, including across a number of philanthropic learning spaces, collectives and coalitions we manage
- Act as a thought leader of and for feminist resource mobilization, which could include writing think pieces and speaking at events, among others
- Provide accompaniment support to grantee partners on resource mobilization through trainings, webinars and other activity

Profile, Experience and Skills

- Demonstrated commitment to - and understanding of - the role of girls and young feminists in Social Justice
- At least 5 year progressive experience in resource mobilization from foundations and other sources (relationship building, proposal and report writing, etc.) related to activism, women's human rights, gender or development
- Excellent organizational and administrative skills, attention to detail
- Ability to multitask, solve problems, and plan
- Ability to work efficiently both independently and across teams
- Excellent written and oral communication skills, including excellent command of written and spoken English
- Ability to take initiative and work with little supervision, including virtually
- Experience with salesforce is a strong benefit

HOW TO APPLY

Please submit a covering letter outlining why you would like to apply for this role, along with your CV, to info@wearepurposeful.org