

so they can

Educate to Empower

Position Description

Job Title: Development Manager, USA

Reports to: CEO So They Can International

Job Purpose:

To identify and build strategic partnerships with Corporates, Foundations, High Net Worth individuals and grow our sponsorship to enable So They Can to deliver and expand our impact in East Africa.

A little about us

So They Can is an international NGO that partners with governments and vulnerable communities in East Africa to deliver projects that improve education and empower the whole community to break the poverty cycle and thrive. We have been operating since 2009 and have a strong focus on sustainable development, working in a 7-10 year development cycle with communities, allowing us to gradually exit and assume a governance role, which means we can continue to expand into new communities. We are preparing to exit our first community now and have learnt a huge amount along the way.

The majority of our team is based on the ground and is composed 100% of locals with a real understanding of the communities they work with and deep expertise in their fields. Our small team in Australia and New Zealand is responsible for fundraising and advocating for the work that we do. As the team is small, we are also agile, flexible and collaborative. Everyone is happy to roll up their sleeves and support each other whenever needed. We also have a passionate board of directors who are always looking for ways to be more involved in our work.

The majority of our funding comes from HNW and Foundations, and we have a small but growing database of long term, loyal supporters. As an Australian DFAT accredited organisation with excellent monitoring, evaluation and learning processes, we take pride in being able to demonstrate that our work is making a significant difference to the communities we work with. What's more, we have hundreds of stories from the ground that will help you inspire the partners you work with.

A little about you

You're a passionate, action oriented team player who cares deeply about changing the future for those less fortunate than ourselves. You thrive off building authentic relationships and delivering a clear value exchange for our partners. You love to get out and meet people, whether that's over coffee or presenting So They Can's case for support more formally. You're a strategic thinker but you're able to roll up your sleeves to make magic happen. You genuinely want to leave the world in a better place.

Scope of the Position:

The role will be responsible for reviewing and updating the development strategy to ensure it is fit-for-purpose in the USA, researching strategic partners, building relationships in order to acquire new partners and maintaining those relationships. Working closely with our international CEO, Marketing and Communications Manager, and Partnerships Manager in

Australasia, the Development Manager will be a core part of the International So They Can team.

Specific Responsibilities

The Development Manager will make an impact by:

- Working closely with the So They Can team in New Zealand, Australia, Kenya and Tanzania to develop a deep understanding of our work, projects and approach.
- Working with the CEO to lead the development strategy for So They Can USA.
- Researching, creating and updating a partner target list so that you can be strategic with your time and energy.
- Collaborating with our team to identify and deliver a clear value exchange for partners and maximise the broader fundraising potential.
- Managing the delivery of fundraising and other partner/donor related events in the USA.

2023 KPIs

- Present a fundraising strategy to the CEO.
- Develop a target list of partner organisations.
- Build a partner contact list and start to develop key relationships
- Meet fundraising and sponsorship targets.

So They Can is a child-safe organisation.

- The safety and wellbeing of children is a priority of our organisation.
- So They Can provides a child-safe environment in all our programs and our activities.
- We are committed to providing a safe place for all children to learn and have fun.
- We have strong recruitment procedures to make sure the safest and most suitable people work with
- the children in our programs.
- We provide our staff and volunteers with ongoing supervision and support in their work with children

So They Can is an inclusive employer.

To apply

Please send your CV and cover letter to our COO, Sean Mura at sean@sotheycan.org