

Senegal Jobs Expertini®

Director of Development, Foundations

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Company: myAGRO

Location: Thies

Category: other-general

About the Role

myAgro is excited to have an opportunity for an enthusiastic Development Director to join our thriving team. You will report to the Chief Development Officer and will steward existing and seek new prospective donors to grow myAgro's portfolio of global foundations and high-net-worth individuals.

You Will:

In collaboration with the Chief Development Officer (CDO) and Founder and Chief Executive Officer (CEO), you will:

Advance myAgro's plan for securing annual and multi-year funding from foundations and high-net-worth individuals (HNWIs), meeting annual fundraising goals, as agreed upon with the CEO and CDO.

Build relationships with existing donors and newly identified prospects through research and outreach efforts.

Organize web meetings, phone calls, emails, and face-to-face meetings to consistently engage donors.

Collaborate with the Development Operations and Grant Manager and the Grant Writer in writing letters of intent (LOIs), concept notes, proposals, grant reports, and more.

Connect with myAgro's leadership and program teams to stay informed about our activities

to communicate the details of myAgro's work to funders.

Other duties as assigned.

You Have:

A deep commitment to the mission, vision, and values of myAgro.

At least five years of professional work experience in fundraising, securing major gifts from foundation and HNWI donors. Preferably, experience fundraising for an international social enterprise.

Experience securing six- and seven-figure multi-year grants.

Track record of exceeding goals.

Ability to work independently and in a collaborative team environment.

Can handle multiple, complex fundraising initiatives.

Highly organized, detail-oriented, and a problem solver.

Willingness to travel.

Fluency in written and spoken English; French is a plus.

Our Benefits:

Health insurance (including dental, vision and health coverage)

Approximately 4 weeks of paid time off each year

Retirement plan contributions

Professional development and laptop stipends

Co-working Space stipend

The opportunity to make a difference for farmers everyday!

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