

MILLAR CAMERON

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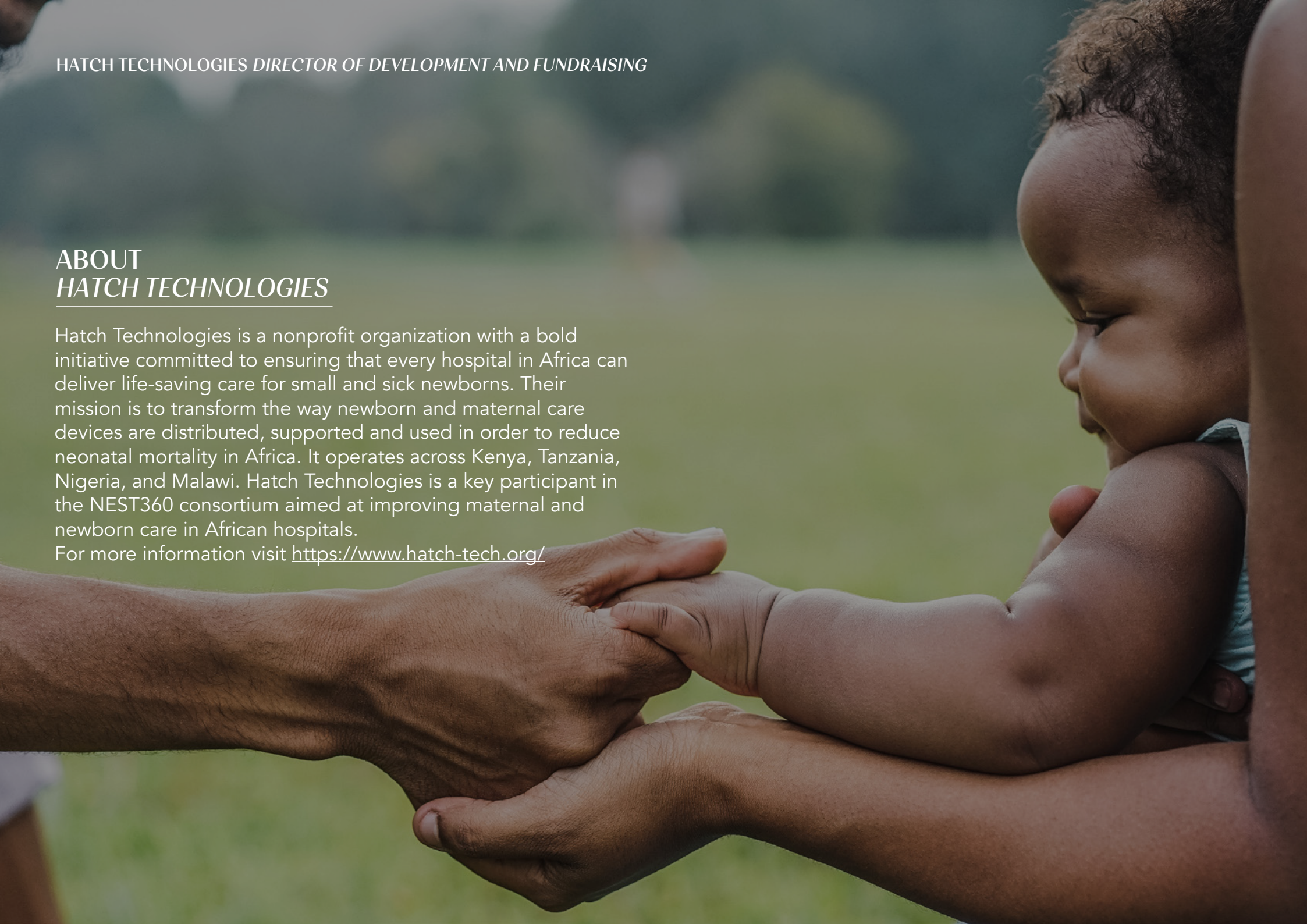
DIRECTOR OF DEVELOPMENT
AND FUNDRAISING
HATCH TECHNOLOGIES



ABOUT HATCH TECHNOLOGIES

Hatch Technologies is a nonprofit organization with a bold initiative committed to ensuring that every hospital in Africa can deliver life-saving care for small and sick newborns. Their mission is to transform the way newborn and maternal care devices are distributed, supported and used in order to reduce neonatal mortality in Africa. It operates across Kenya, Tanzania, Nigeria, and Malawi. Hatch Technologies is a key participant in the NEST360 consortium aimed at improving maternal and newborn care in African hospitals.

For more information visit <https://www.hatch-tech.org/>




HATCH TECHNOLOGIES DIRECTOR OF DEVELOPMENT AND FUNDRAISING



THE LOCATION

**KENYA,
NIGERIA,
MALAWI,
TANZANIA**



HATCH TECHNOLOGIES *DIRECTOR OF DEVELOPMENT AND FUNDRAISING*

MAIN RESPONSIBILITIES:

The role is responsible for setting the strategic direction for all fundraising efforts and executing on multiple fronts to make annual targets. The role works closely with the Executive Director to oversee all aspects of our fundraising strategy, including developing strategic priorities, grant application materials, and cultivation of key donor relationships. The role is critical in translating organization-wide strategies into fundraising priorities and donor opportunities which will aid in growing our fundraising revenue.

HATCH TECHNOLOGIES *DIRECTOR OF
DEVELOPMENT AND FUNDRAISING*

TITLE:
**DIRECTOR OF DEVELOPMENT AND
FUNDRAISING**

REPORTING TO:
EXECUTIVE DIRECTOR

LOCATION:
**KENYA, TANZANIA,
NIGERIA, MALAWI**

TRAVEL:
UP TO 30%



DIMENSIONS OF THE ROLE:

- Sets strategy and goals for the identification, cultivation and solicitation of donors and donor prospects for the organization
- Determines and crafts fundraising priorities by translating organization's funding needs into donor opportunities in consultation with senior management, NEST360 leadership, and key opinion leaders
- Sets the strategy for prospect solicitation; partners with teams in NEST360 Development to jointly approach potential sources of support
- Consistently drives and manages strategic, personalized engagement with donors
- Responsible for raising between 2 and 4M+ USD annually primarily from foundation, corporate giving, philanthropy and government development organizations

SKILLS AND QUALIFICATIONS:

To apply for this role, please ensure that you have the following skills and experience:

- Excellent knowledge of all aspects of fundraising, donor and public relations
- Strong written, oral and interpersonal communications skills
- Skill in exercising a high degree of initiative, judgment, discretion, and decision-making to achieve organizational objectives and the ability to work independently and collaboratively in a goal-oriented team environment
- Exceptional skills in meeting predetermined goals and objectives, including securing gifts and meeting fundraising goals
- Prior experience planning, leading, and successfully completing a multi-million-dollar campaign. A successful track record of securing seven- and eight-figure gifts
- Excellent strategic planning, critical thinking, analytical, problem-solving, persuasion/negotiation and marketing skills
- Willingness to work a variety of hours as the business demands, including occasionally late nights & weekends to accommodate coordination with US
- Fluency with MS Office applications including Excel and Word, as well as Teams, Skype and Zoom

Education/Training

- Master's Degree
- Specific training in donor relationship management and/or project management

Preferred Experience

- 10-15 years' experience working in fundraising & development

Please send your CV and contact details to Rose Mwende or Rainer Middii who will contact you to discuss your application in more detail.



Contact : Rose Mwende

Email: rose.mwende@millarcameron.com



Contact : Rainer Middii

Email: rainer.middii@millarcameron.com



WHO ARE MILLAR CAMERON

FINDING THE PEOPLE WHO MAKE THE DIFFERENCE

A SEAMLESS JOURNEY

Founded in 2007, Millar Cameron is an executive and professional search consultancy that focuses on Africa and other emerging markets.

Our goal is to provide client-centric, tailored executive search, recruitment and strategic advisory. Our international reach paired with local market knowledge enables us to provide our clients outstanding leaders who deliver consistent results, irrespective of geography.

We employ a rigorous research driven search process to identify the best fit for our clients, taking into account both hard and soft skill sets.

Our extensive experience yields a robust approach to market intelligence and a longstanding network of global relationships.

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JOHANNESBURG