




JOB ADVERTISEMENT

Position:	Director of Resource Mobilization one	50.H3
Location:	Juba	
Reporting to:	Chief Executive Officer (CEO)	
Duration	15 months(Renewable)	
Opening Date Tuesday 13/12/2022		
Deadline : 03/01/2023		

John Dau Foundation is to improve the health of the South Sudanese people with a **Vision** that all the South Sudanese people have access to quality healthcare

Founded by former Lost Boy and **genocide survivor** John Dau in 2007, the Foundation **builds and runs medical clinics and trains community health workers**. The Foundation also **administers nutritional programs** specifically targeting **children and pregnant or lactating women** in several villages in Duk County and other areas.

Making pregnancy safer and expanding reproductive health. Preventing and reducing **malaria-morbidity and mortality, HIV, and TB among women and children**. Preventing and controlling water, sanitation, and hygiene-related diseases among women and children. **Reaching women and children in disadvantaged communities** with quality medical, surgical, and diagnostic services.

Job Description

Would you like to be a part of a dynamic, not-for-profit organization dedicated to a critical public health mission? Do you enjoy working in small teams, tackling a variety of responsibilities, and making a difference in people's lives? We are an 85-person, \$600k not-for-profit, integrated health and Nutrition organization focused on managing safe, effective, and preventing a major global health threat.

We work in partnership with many INNNGO and NNGOS. The Director, Resource Mobilization position offers the opportunity to interact donors, partners, and with employees at all levels throughout our organization. You will also have the opportunity to broaden your skills and gain experience working within a dynamic organization and reputable organization. If you learn quickly, are adaptable to change, and are eager to take on challenges, this may be the right opportunity for you.



POSITION SUMMARY:

The Director of Resource Mobilization is (a) a project manager, ensuring that all relevant resource mobilization activities are developed, coordinated, and implemented in the most efficient and effective manner in line with humanitarian policy and sound management standards and the results-based approach; (b) a substantive expert contributor, developing customized fundraising strategies and policies, tools and mechanisms for implementation; (c) an adviser to JDF management on resource mobilization and related communication aspects; (d) a focal point to ensure full alignment of resource mobilization activities with internal colleagues and partners; and (e) an advocate, promoting JDF fundraising activities to potential donors and partners in resource mobilization. (F) The Director of Resource Mobilization is responsible for developing and submitting grant proposals, identifying new prospects through targeted grant research, completing required grant reports, and developing stewardship and outreach material that builds donor relationships.

(G) The Director of Resource Mobilization is responsible for development creativity and strategic initiatives, programs, and donor-funded activities which support organizational goals and objectives. Knowledge and command of mechanisms to track the grant application life cycle and support financial analytics and forecasting for the organization. Excellent research and writing capabilities. Excellent written communication and presentation skills in English; with the ability to deliver presentations to a wide variety of audiences, including potential donors. Ability to think strategically across layers of an organization and to develop nuanced reporting mechanisms. Willingness to continually build capacities and learn additional skills to improve organizational capacity.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

Manage relationships with key donors and stakeholders, including but not limited to:

- Seek and write grants
- Design and implement a strategic, results-oriented, and coordinated approach to the mobilization of significant additional resources from traditional and non-traditional sources such as private sector organizations, foundations, or high-net-worth individuals to fund all JDF activities.
- Actively liaise with internal and external partners in the implementation of this plan and ensure systematic and transparent reporting on fundraising and related communication activities and results
- Report and oversee other reporting to donors and JDF CEO and initiate and oversee grant proposal submissions.
- Project manage the reporting and application processes, including liaising with JDF managers.
- Monitoring progress against milestones and objectives and reporting overall progress

- Work with the Managing Director and other relevant departments and staff to develop external materials, resources, and messages tailored to specific projects and target existing and potential donors
- Coordinate the functional areas within JDF to develop and implement cohesive short, medium, and long-term departmental strategies for resource mobilization:
- Help managers with departmental work plans based on inputs from functional areas
- Represent JDF at relevant external meetings and events as appropriate.



Proposal Development and Reporting:

- Facilitate proposal planning call, determining preliminary assignments, and communicating final assignments
- Review Request for Proposals (RFPs) for complete understanding of proposal submission requirements
- Develop and submit effective and compelling proposals for foundations, corporations, multilaterals, and government funding opportunities that clearly and persuasively describes service features and benefits and is geared toward readers' needs and knowledge level
- Coordinate definition of specific activities, outcomes, and metrics required for grant proposals with appropriate Organization Operations and Program Managers
- Develop budgets to align with proposals and instruct departments concern either internal or external.
- Update program dashboards as needed to support reporting requirements
- Maintain accurate and consistent electronic and paper filing to support record-keeping requirements
- Maintain data and reporting

QUALIFICATIONS AND REQUIREMENTS:

- Advanced university degree in public health, finance, business, public administration, international relations, or any other related field,
- Minimum of seven years of proven, hands-on working experience in fundraising, resource mobilization, and project development preferably in the field of international global health, with a progressive scope of responsibilities
- Strategic approach: Ability to contribute to the development of JDF's fundraising approach with regards to the donor community under his/her responsibility and to develop fundraising tools and mechanisms, whilst ensuring that JDF's reputation for

integrity and its humanitarian independence is upheld and enhanced

- **Creating and innovating:** Ability to develop and adapt innovative approaches and replicable strategies for fundraising, through the analysis of trends and experience and the consideration of lessons learned
- **Adapting and responding to change:** Ability to challenge and question common resource mobilization practices and previous approaches, to adapt to changing circumstances and needs, and to identify and prioritize projects.
- A minimum five years of research and proposal writing. Knowledge and experience with the Shipley approach to business development. Experience and knowledge of developing programmatic grant budgets, including detailed budgets, summary budgets, and budget narratives. Experience in managing relationships with donors
- Ability to build networks and strategic alliances and maintain relationships with donors and internal partners with tact and sensitivity
- Ability to develop detailed knowledge and understanding of priorities and the areas of interest of partners whilst sensitizing them to JDF programmatic activities
- **Communication skills:** Ability to make presentations that catch and maintain audience interest
- **Planning and organizing skills:** Ability to coordinate and facilitate timely reporting of results and successes to donors
- Several years of work experience in a multinational context requiring complex coordination with multiple stakeholders
- Proven record of mobilizing resources in private and public sectors, preferably in the field of global health
- Ability to travel domestically and internationally as required approximately 25% of the time.

TO APPLY FOR THIS POSITION

please send a **single pdf** attachment with the subject **Director of Resource Mobilization** to mduot@johndaufoundation.com or info@johndaufoundation.com containing.

A brief introduction of yourself stating why you would be an excellent Director Curriculum Vitae (C.V) with your documents attached.

