



VACANCY AT WESSA

Head of Business Development Johannesburg-based

WESSA, one of South Africa's leading Environmental NPO's is recruiting for a Head of Business Development. We are seeking an outstanding individual to develop and implement a diversified financial sustainability strategy to support WESSA's vision and mission with a focus on advocacy and conservation and environmental education projects across South Africa, and beyond. The role will contribute to and significantly influence the implementation of the functional strategy and will play a direct role in shaping the external image of WESSA. The aim is to help WESSA to build financial resilience and to support the organisations programmes of work while strengthening the cooperation and partnerships between donor organisations, business, government and civil society organisations.

KEY PERFORMANCE AREAS INCLUDE:

- **Development of a diversified financial sustainability strategy:** Develop and implement an innovative funding strategy to secure and grow sustainable annuity income to support WESSA's operational overheads to align with the overall advocacy and environmental education projects across South Africa to support the vision and mission of WESSA.
- **Development and launch of a WESSA Endowment Fund:** Initiate, market and grow from donations an ambitious investment fund that will generate long-term annuity income to support WESSA by an agreed date.

MINIMUM QUALIFICATION AND EXPERIENCE REQUIRED FOR THIS POSITION:

- Relevant tertiary qualification focused on commerce, business administration, and business development.
- Proven track record of fundraising proficiency
- 8 - 10 years of experience in a senior position within the NPO/NGO sector
- Relevant B2B (Business to Business) experience at an executive level
- Ability to travel extensively within and outside of South Africa and being away from home for periods of time.
- Proven record of excellent business development skills and realised contracts
- Proposal development
- Knowledge of relevant environmental issues and relevant responses would be an advantage.
- Behavioral skills which include the ability to build and maintain professional relationships, dealing with high levels of stress and excellent written and verbal communication skills.

This position reports to the **WESSA CEO**.

SALARY:

To be discussed.

NOTE:

WESSA is committed to equality, employment equity, and diversity. In accordance with the employment equity plan of WESSA and its employment equity goals and targets, preference may be given, but is not limited, to candidates from under-represented designated groups. WESSA reserves the right not to make an appointment to the posts as advertised. Candidates with disabilities are encouraged to apply for positions.

PLEASE FORWARD YOUR APPLICATION TO:

WESSA Human Resources, via email to applications@wessa.co.za

Please state '**Head: Business Development**' in the subject line

CLOSING DATE OF APPLICATIONS:

5th February 2023