



JOB ADVERTISEMENT INTERNAL & EXTERNAL

Job Title	Partnerships Development and Engagement Manager (Fixed term contract: Ending 31 March 2030) Salary R75 381,04 ctc per month (Global Grade 14) REF No: PDEM 01/2026
About the Role	<p>Purpose To lead, develop, and execute an aggressive and innovative fundraising and partnership strategy for the Market Theatre Foundation (MTF), with a primary focus on securing corporate sponsorships and individual giving while leading research on traditional grantmaking and ensuring submission of grant proposals. The role will act as the driving force behind revenue diversification, leveraging the MTF's brand legacy and social impact to build sustainable, high-value partnerships. The manager will work closely with the Fundraising Committee and across all business units to ensure alignment, monitor performance, and deliver against ambitious financial targets.</p>
Key Performance Measures	<p>Strategic Partnership & Fundraising Leadership</p> <ul style="list-style-type: none"> • Review and implement the MTF Fundraising Strategy 2025–2030, with a focus on securing minimum of R41 million in partnerships and donations by 2030. • Design and execute innovative sponsorship packages and engagement models targeting corporate, high-net-worth individuals, and foundations. • Lead the identification, cultivation, solicitation, and stewardship of major donors and partners. • Drive digital fundraising initiatives, including crowdfunding, online donations, and membership programs. • Prepare and present compelling grant proposals for submission, pitch decks, and impact reports aligned with donor interests and MTF's strategic pillars. <p>Stakeholder & Donor Engagement</p> <ul style="list-style-type: none"> • Serve as the primary relationship manager for key partners, funders, and sponsors. • Ensure high-quality donor stewardship through regular communication, events, and recognition. • Work with the Brand and Communications Manager to enhance MTF's visibility and brand value in all donor-facing materials. • Map and engage with stakeholders across government, private sector, and international agencies. • Foster a culture of collaboration and transparency in all donor interactions. <p>Committee Support & Cross-Functional Collaboration</p> <ul style="list-style-type: none"> • Act as Deputy Chair/Strategy Lead of the Fundraising Committee, providing secretariat support through an intern. • Coordinate with business unit heads (Market Theatre Laboratory, Market Photo Workshop, Windybrow Arts Centre, Market Theatre, MTF Corporate) to develop tailored fundraising approaches. • Facilitate proposal development, ensuring alignment with programmatic goals and funder requirements. • Monitor and report on fundraising KPIs to the Committee and Executive Office. <p>Monitoring, Evaluation & Learning (MEL)</p> <ul style="list-style-type: none"> • Implement and maintain the Fundraising Tracker and MEL framework to monitor performance, impact, and ROI. • Ensure timely and accurate reporting on grants, partnerships, and donor commitments. • Use data-driven insights to refine strategies and improve donor retention. • Collaborate with the CFO to ensure financial compliance and accurate fund allocation reporting. <p>People & Resource Management</p> <ul style="list-style-type: none"> • Manage internal and external resources to meet fundraising targets. • Empower and mentor staff across units to contribute to partnership development. • Foster a results-driven, innovative, and collaborative team culture.

**Desired
Experience &
Qualification**

PREFERRED QUALIFICATIONS, SKILLS, EXPERIENCE

Qualifications:

- Bachelor's Degree in Business, Marketing, Arts Management, Finance, or related field.
- Ideal:**
- Bachelors' Degree in Humanities, Arts & Finance
- Postgraduate qualification in Fundraising, Partnership Management, or MBA.

Training

- Fundraising & Donor communications – proficient in English
- Certified Fundraising Executive (CFRE) or similar accreditation preferred.
- Proficiency in donor management systems (e.g., Monday.com, Salesforce).

Minimum:

- Fundraising & Donor communications – proficient in English

Ideal:

- South African Fundraising Institute certificate
- Financial certificate beneficial

Experience:

Minimum:

- 5+ years in partnership development, fundraising, or sponsorship roles, preferably in arts/culture/NGO sector.
- Proven track record of securing R5M+ annually in partnerships.

Ideal:

- 10+ years with recognized success in corporate sponsorship and individual giving.
- Experience working with fundraising committees and multi-stakeholder environments.

BEHAVIORAL COMPETENCIES / PERFORMANCE DRIVERS

- Strategic Thinking & Innovation
- Impact & Influence
- Relationship Building & Networking
- Results-Driven & Proactive
- Ethical Leadership & Integrity
- Resilience & Adaptability
- Excellent Communication & Presentation Skills

TECHNICAL COMPETENCIES / PROFESSIONAL EXPERTISE

- Knowledge of SA funding landscape, PFMA, PPPFA
- Partnership lifecycle management
- Digital fundraising and donor engagement platforms
- Financial budgeting and grant management
- MEL frameworks and impact reporting
- Brand storytelling and proposal writing

LEADERSHIP COMPETENCY REQUIREMENTS

- Team Leadership & Collaboration
- Strategic Planning & Execution
- Resource Mobilization & Management
- Stakeholder Influence & Engagement

Interested persons who meet the requirements are invited to send a concise CV, Cover letter, Copy of ID and Qualifications to the Human Resources Department via e-mail to vacancies@markettheatre.co.za
Please indicate the reference number for the post. ITC & criminal checks will be conducted and, where applicable, candidates will be subjected to an assessment test.

Should you not hear from us within 30 days after the closing date, consider your application unsuccessful. Correspondence will be limited to shortlisted candidates only.

The Market Theatre Foundation reserves the right not to make any appointment(s) for the above post.

Enquiries may be directed Apfeshwaho Muruge (011) 832 1641
CLOSING DATE: 02 February 2026.

