

DIVISION: Marketing & Communication

DEPARTMENT: Resource Mobilisation

POST: Director Resource Mobilisation

POST N°: 2371

PEROMNES GRADE: 05

JOB DESCRIPTION:

The Vaal University of Technology (VUT) invites applications for the position of Director Resource Mobilisation. The **Director: Resource Mobilisation** will lead the conceptual design, implementation, and execution of strategies for donor prospecting, to secure and diversify funding streams for the University. The incumbent will be responsible for building and sustaining relationships with donors, corporate partners, government and VUT alumni. This is a senior leadership role, reporting to the Executive Director: Marketing and Communication and will play a critical role in advancing the University's strategic goals.

Key Performance Areas

The key performance areas include, but are not limited to, the following:

- Oversee the Vaal University of Technology Foundation and ensure its compliance with the relevant policies, reporting requirements, and governance frameworks.
- Conceptualise and develop a robust fundraising strategy for VUT in line with the VUT Strategy 2033+.
- Prospect, cultivate and solicit donations from local and international donors, corporate partners, philanthropic foundations, and government agencies.
- Donor stewardship and retention to ensure improved donor support and loyalty.
- Continuously grow and strengthen the assets of the VUT Foundation for the benefit of VUT.
- Lead donor engagement, grant writing, contract negotiation, and partnership management.
- Establish a structured alumni engagement programme to enhance giving and long-term support.
- Build a professional Resource Mobilisation team and foster a culture of innovation and accountability.
- Be the Secretariate of the VUT Foundation (NPC) and manage it in compliance with its Memorandum of Incorporation and any other requirements/prescripts set by government, SARS or VUT Management Committee.
- Manage and oversee the performance and the fundraising efforts of any contracted fundraisers by VUT (individuals and/or companies).

APPLICATION CRITERIA:

Qualifications and Experience:

- A relevant Master's degree in Business Administration, Development Studies, Marketing, Economics, or related field.

- At least **7–10 years’ senior management experience** in resource mobilisation, fundraising, donor relations, or business development, preferably in higher education, research institutions, or the non-profit sector.
- Strong understanding of the South African higher education landscape, funding environment, and international donor trends.
- Demonstrable experience in raising significant funding from multiple sources.
- Experience in developing and/or managing an alumni programme to facilitate fundraising.

Competencies and Attributes

- Exceptional leadership, negotiation, communication, and stakeholder management skills.
- Strong proposal writing skills, financial management, networking skills and donor reporting expertise.
- Ability to analyse trends, identify opportunities, and develop innovative strategies.
- Strategic thinker with entrepreneurial drive and strong networks locally and internationally.
- Professional integrity results oriented and able to work under pressure.

CLOSING DATE FOR APPLICATIONS: 31 August 2026

Application requirements:

1. A fully completed prescribed application form which can be obtained from www.vut.ac.za
2. A detailed curriculum vitae (explicitly stating relevant experience or knowledge in the fields mentioned above)
3. Certified copies of all qualifications
4. A certified copy of your South African identity document
5. Contact details of referees
6. Applications must be emailed to recruitment10@vut.ac.za. Please quote the post reference and post description in the subject line.
7. **No manual applications will be accepted. Incomplete applications, or applications submitted without the application form and required supporting documents, will be disregarded.**
8. Only applications submitted using the official VUT application for employment form will be considered.
9. Correspondence will only be entered into with shortlisted candidates. If you do not hear from VUT within 3 months of the closing date, please regard your application as unsuccessful.

Enquiries: Ms Suzette Nortje: Tel-016 950 9695, email: gerbrechtn@vut.ac.za

Please Note

- **By submitting your application, you consent to VUT verifying your qualifications and sharing your personal information with the selection panel and other authorised persons involved in the recruitment process. Candidates with foreign qualifications must submit a South African Qualifications Authority (SAQA) certificate of evaluation. VUT is an equal opportunity and affirmative action employer. In compliance with the Employment Equity Act No. 55 of 1998 (as amended), and in line with its Employment Equity Plan and Recruitment Policy, preference will be given to suitably qualified candidates**

from designated groups, specifically African male and female, Coloured male and female, and persons with disabilities.

- **VUT reserves the right not to make an appointment**

