



# WE ARE HIRING HEAD OF FUNDRAISING

[recruitment@spiral-limited.com](mailto:recruitment@spiral-limited.com)

ORKCA is a Namibian non-profit management organisation, supporting a Target Conservation Area (TCA) comprising an initial 160,000 hectares of stunning wilderness in southern Namibia with a mission to ecologically restore and rewild the wider Orange River Karoo ecosystem.

ORKCA's aim is to work in partnerships with landowners in the Target Conservation Area for restoration and conservation, by providing critical habitat for endangered, rare, and unique species. Its vision is a vast connected and rewilded conservation landscape representative of the unique Orange River – Karoo ecosystem with free-roaming wildlife that benefits all stakeholders, with a specific focus on local landowners and neighbouring communities.



The purpose is to identify new funding opportunities, secure long term financial sustainability, foster partnerships with donors in order to expand ORKCA's network and achieve its mission whilst ensuring donor satisfaction.

The incumbent will be required to work remotely and the role will be on a fixed term contract basis, report to the CEO but will provide full support to the entire ORKCA team.

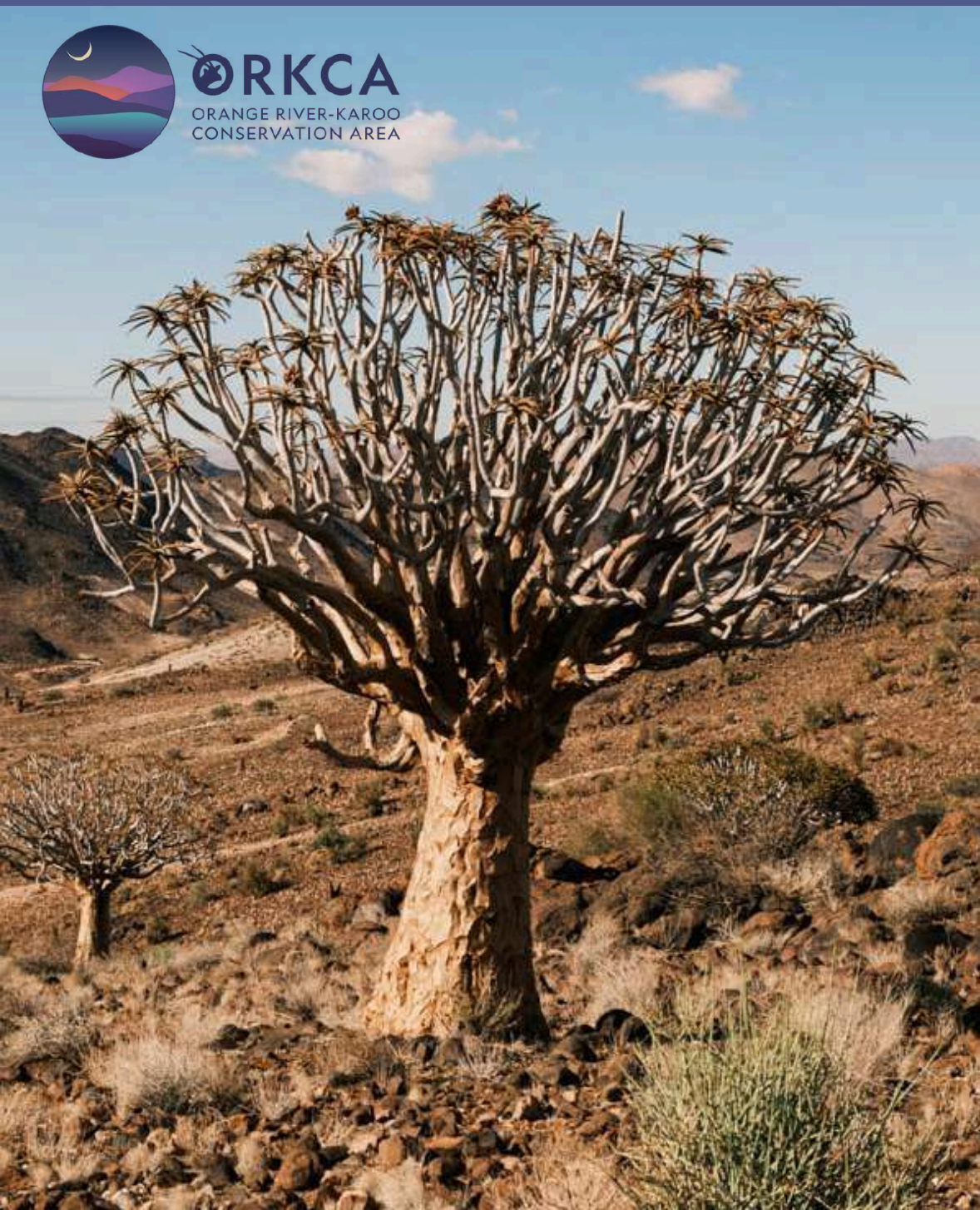
## REQUIREMENTS

- Master's in development studies, business, conservation, or related field
- 10 years fundraising & philanthropy (non-profits)
- Strong Grant-writing & proposal skills
- Financial literacy (budgeting & forecasting)
- Strong communication skills
- Sustainability frameworks knowledge
- People management & leadership of multicultural teams
- Fluent in 1+ of: French, German, Portuguese, Italian and/or Spanish



# RESPONSIBILITIES

- Prepare Grant reports and Board funding reports,
- Design & implement the organisation's fundraising strategy,
- Oversee proposals, reports, donor meetings, presentations & site visits,
- Drive multi-year fundraising pipelines and forecasts to ensure sustainability,
- Compile, implement, and monitor fundraising initiatives across a range of platforms,
- Support creation of blended funding structures, e.g. rewilding credits, wildlife credits,
- Develop long-term relationships with ORKCA's corporate partners and individual donors,
- Identify available foundational grant opportunities and submit proposals to secure funding for ORKCA,
- Support brand visibility and awareness, and contribute to ORKCA annual stakeholders engagement plan,
- Develop and implement programs to build donor loyalty and increase donor retention levels and allegiance,
- Develop and manage an annual fundraising plan and identifying potentially suitable funders to be on-boarded,
- Build ongoing relationships with priority funders and timeously submit applications as opportunities/need arise,
- Build diversified and sustainable donor relationships and identify areas of improvement for future sustainability,
- Effectively track-funding opportunities that are aligned with ORKCA's strategic priorities and ensure commitment,
- Identify and develop high-value relationships with new and current donors (businesses, individuals, foundations),
- Develop sustainability frameworks i.e. Reserve Fund strategies, endowment building, fundraising risk assessment etc



Kindly send a Cover letter, CV and supporting documents to:

**[recruitment@spiral-limited.com](mailto:recruitment@spiral-limited.com)**

*Applications close on Sunday 25<sup>th</sup> January 2026*

*Only shortlisted candidates will be contacted*