



Central University of  
Technology, Free State

# JOIN THE TEAM

Ubuntu

Integrity

Diversity

Innovation

Excellence

## Director: Institutional Advancement (P5)



Bloemfontein Campus

Vice-Chancellor & Principal | Office of the Vice-Chancellor & Principal | Ref: 71



About the  
position

### Main purpose of the job

Strategic advancement of the University's mission and goals by leading the University's advancement efforts including its Fundraising and Development, Alumni Relations, and the development of key strategic partnerships in support of the institution.

### Main tasks

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| 1. Develop and oversee the execution of institutional strategies for development and fundraising in line with institutional priorities.  | 2. Develop, grow and maintain partnerships and networks in support of the development & fundraising efforts of the university.                                   |
| 3. Drive donor stewardship in order to encourage engagement and contributions to the university.   | 4. Cultivate and maintain relationships with university Faculties, Departments and entities for visibility and attractiveness of their work to potential donors. |
| 5. Lead proposal preparation and pursuit of major gift donations to the university.  | 6. Lead and oversee the marketing, communications, events and promotion activities of the university so as to ensure effective brand positioning.                |
| 7. Lead and oversee the alumni affairs of the university in order to generate and maintain alumni affinity and cultivate alumni giving, donations and sponsorships and/or those facilitated by alumni. |  |



About the  
appointment

### Nature of appointment

Permanent Support

### Minimum salary scale (Total Cost to Company)

R 1 448 433 per annum

*Note: CUT applies an internal parity model to determine remuneration that complies with the principle of "equal pay for work of equal value". Accordingly, the preferred candidate may expect an offer that is in line with their qualifications and years of similar experience. Please contact the Recruitment office for more information on the applicable salary scale.*



What are we  
looking for?

### Minimum Qualification/ Knowledge and/or Experience

- Master's level degree, or equivalent, in Marketing / similar field of expertise.
- Demonstrated success in raising or facilitating major donations, especially in a university context.
- Good understanding of the university context and its context for institutional advancement.
- Seven (7) years' experience in managing fundraising, advancement, and related fields or transferable skills; of which at least three has been at a senior management level.
- Demonstration of extensive networks in the external environment, both locally and internationally, in the area of fundraising and/or institutional advancement.
- Demonstrated understanding of donor dynamics and development discourse, both locally and internationally.



What are we looking for?

**Desired Qualification, Knowledge And/Or Experience**

- Ability to engage and build relationships with diverse stakeholders at all levels, both within the University and externally
- Excellent communication (verbal and written) and interpersonal skills
- Doctorate level degree, or equivalent, in Marketing / similar field of expertise
- Familiarity with the structure and functioning of a university in the context of advancement and its relationship with the donor sector



Interested?

**Job-Related Enquiries**

Dr Clifford Nxomani

✉ [cnxomani@cut.ac.za](mailto:cnxomani@cut.ac.za)

**Remuneration, Benefits and Process Enquiries**

Recruitment Office

✉ [jobs@cut.ac.za](mailto:jobs@cut.ac.za)

**To find out more or to apply, visit [www.cut.ac.za/careers](http://www.cut.ac.za/careers) or <https://cut-employee.simplify.hr/>**

**CLOSING DATE FOR APPLICATIONS – 20 SEPTEMBER 2024**

THINKING BEYOND