



Growth

Partnership Development Manager

“The people who are crazy enough to think they can change the world, are the ones who do.”
- Steve Jobs

Teach For Malaysia is an independent, not-for-profit organisation on a mission to empower our nation through education. We believe that a child's education and future should not be determined by his or her circumstances in life. Thousands of students don't have the chance to realise their potential because of many socioeconomic factors, like how much their parents earn or where they were born/live.

We recruit, train and support our country's rising generation of leaders to teach in high-need schools across the nation, through our 2030 strategy consisting of 2 flagship programmes which is the Teach For Malaysia Fellowship and Program Duta Guru - our two-year leadership development programmes focused on growing leaders across the education system. We've impacted over 150,000 students and worked with the Ministry of Education and other corporate and social sector partners to collectively bring transformation to the education system. Beyond the Fellowship and Program Duta Guru, our growing network of Alumni, education champions and supporters are lifelong advocates for education and expanding opportunities for students, working as a movement to build an ecosystem of solutions at all levels of society - from the classroom to the boardroom.

As we celebrate TFM's 10-years of existence and impact, we are looking for champions to join our team in this movement of change - people who share our vision, mission, and core values (Sense of Possibility, Excellence, Collaboration, and Integrity) - so that we are able to collectively work towards expanding our impact. Alignment to our vision, mission and values are integral to TFM's culture, to ensure long-term, sustainable success and to realise our mission to:

Build a movement of leaders in the education ecosystem to empower all children in Malaysia to realise their potential through quality education

Our collaborative working environment opens up many opportunities for you to expand your network and lead your own learning, alongside other team members, Fellows and Alumni, corporate partners, the Ministry of Education, and other education stakeholders. Teach For Malaysia is also a partner in the Global Education Network, Teach For All.

Role: Partnership Development Manager, Growth
Start Date: December 2023
Employment Type: Full time, 1-Year Contract (Renewable)
Location: Kuala Lumpur, Malaysia

OBJECTIVE OF THE ROLE

The Partnership Development Manager is responsible for raising funds for the operations of Teach For Malaysia in enabling TFM to scale to its aspiration of mobilising a critical mass of 30,000 transformational leaders who will work collectively towards ending education inequity by 2030.

MISSION FOR THE ROLE

The mission of the role is to gather resources and to build sustainable partnerships across the fundraising streams required for the movement to achieve its vision.

DUTIES AND RESPONSIBILITIES

This role is responsible for developing and building a proportion of the diverse and sustainable funding base needed to support Teach For Malaysia's ambitious programme goals. This will include working with internal stakeholders such as Marketing, Programme Leads and Fellows to support fundraising for the organisation. This Manager will report directly to and work closely with the Head of Growth on refining and executing the high level development strategy, managing and maintaining a portfolio of individual donors and prospects.

Responsibilities include but are not limited to the following:

Design and execute an ambitious and innovative individual giving strategy to grow High Network Giving and Individual Giving (mass donors)

- Develop and implement a comprehensive Individual Giving strategy that includes fundraising and marketing efforts.
- Conduct market research and analysis to identify growth opportunities and inform strategic planning to grow the High Network Giving and Mass Giving streams.
- Develop and implement a comprehensive growth from lead generation to stewardship across the individual giving fundraising segments.
- Collaborate with cross-functional teams to ensure alignment and execution of partnership development initiatives and projects
- Any other responsibilities assigned as required to support the needs of the growth team and organisation where appropriate.

Build campaigns and engagement to drastically scale the community of individual donors.

- Create targeted and compelling fundraising appeals and campaigns to encourage individuals to become recurring donors.
- Implement effective donor retention strategies to increase donor loyalty and reduce donor churn rates.
- Develop and execute a comprehensive omnichannel donor acquisition strategy to increase the number of recurring donors.

Ensure the integrity and efficiency of the organisation's Individual Giving fundraising processes and systems

- Work with the finance team to reconcile donations and ensure accurate and timely financial reporting and management of funds.
- Collaborate closely with other departments and teams across the organisation to ensure alignment and integration of fundraising efforts with overall organisational goals and priorities.
- Lead and execute a digital transformation strategy for individual giving fundraising leveraging technology to improve efficiency, increase reach, and create a highly personalised and seamless donor and talent acquisition experience.

Partnership development and engagement

- Build and maintain strong relationships with current and potential partners, including corporations, foundations, government agencies, and other non-profits, University groups to advance TFM's mission. The role will focus on building community partnerships, individuals that will continue to advocate for students and TFM.
- Work closely with the Programme teams and within the Partnership Development team to develop and execute tailored fundraising proposals and pitches to secure new partnerships that will advance TFM's 2030 Strategy.
- Build and maintain strong relationships with existing partners, ensuring that they become more engaged, informed, and connected advocates for the organisation's work and impact.

Upholding Core Values and Team Culture

- The Growth and Partnership Development team has a great culture of openness and collaboration. The Manager will drive to build and maintain the excellent working culture within the Partnership Development team.
- Recruit, manage, and develop a high-performing team of fundraising professionals, providing coaching, guidance, and support to help them achieve their goals and advance their careers.
- Continuously improve the team's engagement, measured by the EFR survey.

KEY MEASURES OF SUCCESS

- **Diversify funding sources** - scale the movement of individual donors to double the annual recurring donations, while building up the High Networth Giving source
- **Partner engagement** – continuously engage and foster strong relationships with partners to be highly committed advocates for education equity, who seek to further amplify the impact of TFM's work in transforming education in Malaysia.
- **Integrity and efficiency of the organisation's Individual Giving fundraising processes and systems** - Lead and execute a digital transformation strategy for individual giving fundraising leveraging technology to improve efficiency, increase reach, seamless donor and talent acquisition experience.
- **Engaged team** - Ensure the team is engaged, resourced and continuously developing in order to meet our growth aspirations

REQUIRED COMPETENCIES

- Aligned to TFM Core Values: Sense of Possibility, Excellence, Collaboration & Integrity
- Passion for TFM's mission, the education field, and developing people's potential
- Proactive self-starter with the ability to manage multiple streams of work, and independently prioritise tasks
- Strong desire to learn new things and grow professionally

Role-Specific Competencies

- **Strategic thinking and planning:** ability to develop and execute a comprehensive individual giving strategy for the team.
- **Fundraising and donor management:** able to manage the end-to-end fundraising process from lead generation to stewardship
- **Communication and presentation:** strong written and oral communication and presentation skills, with the ability to effectively communicate TFM's mission and vision to stakeholders, partners, and potential donors/supporters.
- **Analytical and data-driven:** ability to conduct insightful market research, analyse and leverage data to drive decision-making and measure the impact of individual giving strategies and fundraising efforts.
- **Digital and technology proficiency:** experience with digital marketing, online fundraising platforms, CRM tools, and other technologies to enhance growth and fundraising efforts.

Years of experience & qualification

- At least 4 years experience of line managing a team (Any less years of experience will be considered on a case by case basis)
- Experience in leading sales, business development, or fundraising teams is an added advantage
- Bachelor's degree or equivalent practical experience.

Leadership Experience & Team Adaptability

- Ability to be adaptable in an entrepreneurial, fast-paced, and dynamic environment
- Strong interpersonal skills and ability to work collaboratively with all levels of employees and stakeholders
- Able to think strategically, critically, innovatively, and in a resourceful manner
- Able to build and maintain good relationships with internal and external stakeholders

Language & Technical Proficiency

- Strong written and verbal skills and excellent proficiency in English and basic proficiency in Bahasa Malaysia
- Excellent proficiency in MS Word, Powerpoint and Excel
- Willing and able to readily adopt and utilise any TFM database or technological platform / application (i.e. Google Suites, Confluence, Salesforce, Zoom etc.)

APPLICATION

Please scan the following QR code or click on [this link](#) to submit your application through the application form.



Due to the volume of applications we receive, we apologise that we will not be able to respond to all applicants - only shortlisted candidates will be contacted.