



The African IXP Association
Kigali, Rwanda
<https://af-ix.net>

Call for Applications

Fundraising Manager

Submissions

jobs@af-ix.net

Deadline

January 15, 2025

The African IXP Association is hiring!

Are you passionate about Internet infrastructure and want to make an impact on Africa's digital landscape? The African IXP Association (AFIX) is seeking dynamic and motivated individuals to help us promote the growth of the region's interconnection & content ecosystem.

AFIX is a non-profit membership-based organisation that works to promote industry development through collaborative activities and high-impact events like the African Peering & Interconnection Forum (AfPIF), an annual conference that attracts over 400 attendees to a different country each year. To learn more about AfPIF, visit <https://afpif.org>.

The AFIX membership is composed of Internet exchange point (IXP) operators which facilitate large-scale network interconnection and traffic exchange, thereby creating a source of fast, local, cost-effective bandwidth.

AFIX is a registered Community Benefit Company (CBC) in Rwanda. To learn more about the association and its recent activities, visit <https://af-ix.net>.

Role Description

The AFIX Fundraising Manager is responsible for raising the financial resources necessary to sustain our operations and deliver our annual flagship event, the African Peering & Interconnection Forum (AfPIF). This role reports to the Executive Director and works closely with the Logistics Manager and Communications Manager.

The Fundraising Manager must identify opportunities, develop strategies, and execute plans to secure funding from various sources including partners, sponsors, and donors. They must maintain our portfolio of existing relationships, cultivate new ones, and work to make the association more financially independent over time.

This is a part-time role that requires approximately one day per week between September and April. The workload then gradually increases to four days per week by August when the AfPIF event takes place. Travel is required twice per year: One week in October or November for the AfPIF site survey, and one week in August for the AfPIF event itself.

Location

This role can be performed remotely from any location except when physical presence is required (e.g. to conduct AfPIF site surveys and to attend the AfPIF event itself).

Responsibilities

1. Maintain the association's existing fundraising strategy which supports its operations and activities including the AfPIF event.
2. Develop and execute new strategies which can support additional activities and improve the association's long-term sustainability via grants, partnerships, corporate contributions, and other donations.
3. Represent AFIX in sponsor meetings, conferences, and networking events.
4. Create and present compelling proposals to secure funding.
5. Build and maintain strong relationships via regular communication.
6. Track and manage fundraising targets, commitments, and collections.

7. Manage the AfPIF expo area and sponsor logistics in collaboration with the AfPIF Logistics Manager. Ensure sponsor satisfaction, benefit fulfillment, and brand visibility.
8. Help to ensure compliance with all relevant agreements and contractual obligations.
9. Prepare informative reports on fundraising efforts and outcomes for leadership, membership, and stakeholder consumption.

Qualifications

The ideal candidate is an experienced professional with a background in fundraising, sponsorship acquisition, and relationship management within the non-profit and/or technology sectors. They should have a proven track record of securing corporate sponsorships and managing donor relationships, ideally for events or activities related to Internet infrastructure or digital development. The ideal candidate will also meet the following criteria:

- Fluent in English with excellent written and verbal communication skills.
- Ability to develop and deliver compelling sponsorship proposals and presentations with a strong track record of securing large contributions.
- Knowledge of the global or regional technology landscape, particularly the telecommunications and/or Internet industry.
- Strong organisational skills and ability to manage multiple projects simultaneously.
- Ability to travel and work in different African countries each year.

Candidates that can also meet any of the following criteria will be preferred:

- Fluency in French, Arabic, Portuguese, or other relevant regional languages.
- Participation in volunteer or community organisations, especially technical ones.

Remuneration

This role will be performed on a contract basis. Our budget provides for a payment of \$1,500 per month (net) plus coverage for approved expenses including travel related to AfPIF.