

# Partnerships, Fundraising & Business Development Officer

<b>Position Title:</b> Partnerships, Fundraising & Business Development Officer
<b>Job Reference:</b> WTM/RMO/2026/01
<b>Duty Station:</b> Nations Prayer Mountain, Seguku – Kampala, Uganda
<b>Reports to:</b> Head of People, Culture and Performance
<b>Job Purpose:</b> The Partnerships, Fundraising & Business Development Officer will lead efforts to <b>mobilize resources, build strategic partnerships, and drive sustainable growth initiatives</b> for World Trumpet Mission. The role focuses on identifying funding opportunities, developing high-quality proposals, strengthening donor relations, and expanding the organization’s impact through innovative business development strategies.

## Key Responsibilities

### 1. Resource Mobilization & Fundraising

- Identify, track, and respond to funding opportunities from donors, development partners, foundations, and private sector actors.
- Lead the development of **high-quality proposals, concept notes, and grant applications.**
- Develop and maintain a **resource mobilization pipeline and donor database.**
- Support diversification of funding streams including grants, partnerships, and income-generating initiatives.

### 2. Strategic Partnerships Development

- Identify, build, and manage partnerships aligned with WTM’s mission.
- Initiate and maintain strong relationships with donors, partners, and stakeholders at local and international levels.
- Represent the organization in stakeholder engagements, meetings, and networking forums.

### 3. Business Development & Growth

- Develop and implement **business development and growth strategies.**
- Identify new opportunities for organizational sustainability and expansion.
- Support development of innovative programs and strategic initiatives.

### 4. Research, Planning & Proposal Development

- Conduct research and analysis to inform program design and proposal development.
- Collaborate with program teams to design fundable and impactful projects.
- Ensure proposals are aligned with donor priorities and organizational strategy.

## 5. Marketing, Communication & Visibility

- Support development of communication materials including reports, proposals, and donor updates.
- Contribute to branding, visibility, and public relations initiatives.
- Assist in organizing events, campaigns, and stakeholder engagements.

## 6. Monitoring, Reporting & Learning

- Track performance of fundraising and partnership initiatives.
- Prepare timely reports on resource mobilization and business development activities.
- Contribute to organizational learning and continuous improvement.

## 7. Capacity Building & Internal Support

- Support internal staff capacity building in proposal writing and fundraising.
- Provide guidance on donor compliance and reporting requirements.

## Key Performance Indicators (KPIs)

- Number and quality of proposals submitted and funded
- Value of funds mobilized annually
- Number of strategic partnerships established
- Growth in funding sources and sustainability initiatives
- Timeliness and quality of reports and deliverables

## Person

### Specification

### Qualification

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- Bachelor's degree in **Marketing, Development Studies, Business Administration, Project Planning or related field**
- Postgraduate qualification in Project Planning, Fundraising, or Business Development is an added advantage

### Experience

- Minimum **3–5 years' experience** in resource mobilization, fundraising, partnerships, or business development in an NGO or development setting
- Proven experience in **proposal writing and donor engagement**
- Experience in managing or supporting development/livelihood projects

### Core Competencies

- Strong proposal and grant writing skills
- Excellent communication and interpersonal skills
- Strong research and analytical ability
- Networking and relationship-building skills
- Strategic thinking and innovation
- High level of integrity and professionalism
- Ability to work independently and meet deadlines

## Technical Skills

- Project design and planning
- Donor mapping and engagement
- Market and opportunity analysis
- Computer proficiency (MS Office, online collaboration tools)

## Personal Attributes

- Self-driven and results-oriented
- High level of initiative and creativity
- Strong organizational and multitasking skills
- Commitment to the mission and values of World Trumpet Mission

## Applications should be addressed to:

**Head of People, Culture and Performance**  
World Trumpet Mission

 Email: [interconnectinternationalconsu@gmail.com](mailto:interconnectinternationalconsu@gmail.com)

 Address: Nations Prayer Mountain, Seguku  
P.O. Box 8085, Kampala, Uganda

 Tel: +256 751711732 /+256776711732

## Application Deadline:

3<sup>RD</sup> April, 2026

## World Trumpet Mission is an equal opportunity employer.

We encourage applications from qualified individuals who are passionate about impact, partnerships, and sustainable development.