



General Manager - Philanthropy

CAPE TOWN, SOUTH AFRICA

Singita is a purpose-led luxury ecotourism brand operating lodges and camps across six countries in Africa. We protect wilderness, partner to strengthen resilient communities and build long-term conservation value and measurable impact.

Purpose

As Singita's General Manager - Philanthropy, you'll lead high-value fundraising and partnerships, with key donors, foundations, corporates and drive innovative finance opportunities – scaling and deepening impact across key African landscapes. This role will lead Singita's not-for profit governance, reporting and the impact story that inspires giving.

Key Responsibilities

- Develop and deliver Singita's global philanthropy and partnership strategy to deepen conservation impact.
- Design, pitch and close major donations with UHNW individuals and networks.
- Secure partnerships with like-minded, high-value foundations, where appropriate corporate partnerships or institutional grants.
- Build and grow relevant prospective sustainable, innovative funding mechanisms (endowment/sinking fund and additional revenue streams – voluntary carbon, wildlife bonds etc).
- Lead donor stewardship: donor engagement, donor journeys, reporting, accountability and renewals.
- Oversee funding applications, selection criteria, compliance, auditability and financial transparency.
- Partner with Singita executives and Conservation Partners to prioritise, resource and deepen collective impact.
- Champion a clear impact narrative across stakeholders and channels.

Skills & Experience

- 10+ years' senior leadership in philanthropy, fundraising or impact partnerships.
- Proven success raising and managing multi-million-dollar portfolios.
- Credibility with UHNW donors, foundations and corporate partners.
- Strong knowledge of governance, charity finance and cross-border compliance.
- Strategic, charismatic, entrepreneurial leader with outstanding stakeholder management.
- Excellent writing/storytelling for donor-facing proposals and impact reporting.
- Conservation, sustainability or community development experience will be advantageous.

Why join?

- Build a global conservation funding platform with real legacy enabling people and wildlife to prosper within iconic wilderness areas across Africa.
- Work with world-class leaders in philanthropy, conservation and sustainable finance.
- Join a purpose-led luxury brand where impact is core.

To apply email your CV to SMCcareers@singita.com or visit:

www.singita.com/about/careers