

Sarah Archer

PROFILE

I have over 14 years of fundraising experience in the South African higher education sector. I am a seasoned fundraiser across all portfolios, with over 30 international trips and many local ones under my belt.

I am a dedicated manager, strategist and leader and believe in working closely with the Vice-Chancellor, the University's fundraiser-in-chief, as well as other senior leaders and academics across the institution to attain ambitious fundraising and development goals. I am both an alumna of UCT and a donor to UCT.

I am an energetic, goal-directed, solutions-oriented manager with a strong work ethic and a passion for rigour.

VISION

I believe strongly in the transformational power of a tertiary education degree. I believe in mentorship and specifically the development of a pipeline of Black fundraisers and development professionals, to combat the dearth of senior advancement staff on the continent and to intentionally diversify donor engagement circles.

I am passionate about alumni engagement and in building a philanthropic culture not only across university and alumni communities but also within student (pre-alumni) and non-alumni (friend) circles.

My belief in growing our own timber extends to building collaborative fundraising networks, both within Africa and where there are compelling international opportunities. I am currently the lead on an exciting African networking and capacity building project with 4 regional coordinators in East and West Africa, 16 partners across the continent and planned convenings in Ghana, Kenya and South Africa in 2022.



EMPLOYMENT HISTORY

- July 2016 – present** • **Director: Fundraising Development and Alumni Relations**
University of Stellenbosch
- May 2011 – July 2016** • **Senior Manager: International Fundraising**
Development and Alumni Department
University of Cape Town
- June 2008 – May 2011** • **Manager: Foundation Relations**
Development and Alumni Department
University of Cape Town
- July 2007 – June 2008** • **Coordinator: Foundation Relations**
Development and Alumni Department
University of Cape Town
- Oct 2001 – July 2007** • **Proposal writing, strategic planning and training consultant**
Freelance
- June 1997 – June 2001** • **Regional Manager: Western & Northern Cape**
Independent Mediation Service of South Africa (IMSSA)

PROFESSIONAL EXPERIENCE (Selected)

2016 – present

DIRECTOR: FUNDRAISING, Development and Alumni Relations, University of Stellenbosch

As Fundraising Director and deputy to our Senior Director, I am deeply involved in growing a pool of committed and engaged donors, building a philanthropic culture across Stellenbosch University, growing a base of engaged alumni and champions and ensuring the University systems, databases and giving mechanisms provide optimal support to these goals. I manage the fundraising team across all portfolios and programmes and have forged many of the relationships with foundation, corporate and individual donors myself, both internationally and locally. I play a leading role in determining the philanthropic vision of the University and in determining and meeting the resultant operational goals and budget requirements.

2011 – 2016

SENIOR MANAGER: INTERNATIONAL FUNDRAISING, Development and Alumni Department, University of Cape Town

I provided leadership and management support for international fundraising and oversight of the work of the international offices – UCT Trust (UK), UCT Fund (US), UCT Canada and the UCT Australian Trust. I embarked on multiple successful fundraising trips to the US, UK, Australia and Europe. I cultivated new prospects and donors across the corporate, foundation and individual portfolios and I stewarded many key relationships with existing donors. As a member of the senior management team, I held joint responsibility for governance, strategic leadership and senior internal relationships across the University.

1997 – 2001

REGIONAL MANAGER: Independent Mediation Service of South Africa (IMSSA)

I worked for IMSSA for 8 years, starting as an intern straight out of university in 1994, then taking up the position of Labour Relations Coordinator and finally that of Regional Manager where my duties included: project management of specific regional and national projects including monitoring, evaluation, financial and human resource management; mediation and training; fundraising, multi-party stakeholder engagement and networking.

TERTIARY EDUCATION

- 2008 • MPhil Development Studies (UCT)
- 1997 • Industrial Relations Development Programme (GSB SU)
- 1993 • PGDip Human Resources Management (UCT)
- 1992 • BA Hons English (UCT)
- 1990 • BA English, Psychology (UCT)