

Manager Intelligence, Analytics and Prospecting

Reports to

Director, University Advancement

Location and Engagement

Karachi, Pakistan
Full time, in person

Purpose of the Role

To build and institutionalize a data driven intelligence function that aligns global philanthropic trends with Habib University's academic vision, enabling the development of a strategic, sustainable, and high impact advancement enterprise.

Role Summary

The Manager Intelligence, Analytics and Prospecting anchors the analytical and strategic core of Habib University's Advancement enterprise. The role goes beyond prospect identification to shape fundraising direction through analysis of higher education and philanthropic trends. It requires scanning the external landscape, interpreting shifts in giving behavior, and aligning these insights with the University's academic priorities. By translating data into strategic intelligence, the role builds a dynamic donor pipeline, strengthens institutional positioning, and enables informed decisions. The position is central to building a data driven advancement engine that integrates research, insight, and strategy into a cohesive system.

Key Responsibilities

Strategic Intelligence and Sector Analysis

- Track and interpret trends in higher education, philanthropy, and global giving ecosystems
- Translate external insights into actionable strategies aligned with institutional priorities
- Identify emerging opportunities for institutional positioning and donor engagement
- Produce high quality intelligence reports to inform leadership and campaign direction

Prospect Research and Pipeline Development

- Lead comprehensive research on individuals, corporations, and foundations
- Develop detailed donor profiles, briefs, and strategic assessments
- Build and continuously refine a high potential donor pipeline aligned with priority areas
- Design structured prospect mapping frameworks to support campaigns and long term growth

Donor Analytics and Capacity Assessment

- Conduct capacity, affinity, and inclination analysis using multiple data sources
- Segment donor pools based on potential, engagement level, and strategic fit
- Provide data backed recommendations to guide cultivation and solicitation strategies

Data Systems and Advancement Infrastructure

- Strengthen integrity, usability, and strategic application of advancement data
- Establish clear data protocols, reporting frameworks, and analytical dashboards
- Work closely with operations to ensure effective CRM utilization and data governance
- Contribute to building a scalable and integrated advancement intelligence system

Strategic Support and Decision Enablement

- Prepare high quality donor briefs for leadership engagements
- Support campaign planning through structured analysis and scenario building

- Contribute to institutional strategy by providing evidence based insights and projections
- Enable alignment between academic offerings, institutional priorities, and donor interests

Qualifications and Profile

- Bachelor's or Master's degree in a relevant field
- 5 to 7 years of experience in research, analytics, or fundraising intelligence
- Strong analytical thinking with the ability to translate data into strategic direction
- Excellent writing and synthesis skills for high level briefings and reports
- Proficiency in Excel, data tools, and CRM systems

Preferred Profile

- Experience within advancement, higher education, or nonprofit fundraising
- Familiarity with global philanthropy and donor ecosystems
- Ability to operate with discretion and sound judgment in high trust environments
- Intellectual curiosity and a strong orientation toward trends, systems thinking, and long term strategy