



## Job Posting: Senior Director, Development

Are you a seasoned fund development professional with a proven track-record of successfully raising funds from foundations, corporations and individuals? Do you have experience working with international NGOs? Are you interested in technology and how it can be used to improve the world? Are you adept at working independently, building and bridging communications in a virtual environment? Are you looking to use your experience to build a fundraising program and team? If you've answered yes to these questions, please read on to learn about the Senior Director, Development role we are hiring.

NetHope enables humanitarian organizations to better serve the developing world through smarter use of technology. A membership organization currently serving almost 60 leading international humanitarian, health and conservation organizations, we help our members collaborate, innovate, and leverage the full potential of information and communications technology to support their work in the developing world. A catalyst for collaboration, NetHope facilitates shared problem-solving, fosters strong relationships across sectors, and supports the ongoing growth and development of our member organizations worldwide. Learn more at [www.nethope.org](http://www.nethope.org).

NetHope is a virtual organization and our team members work across US and Europe.

### Position Description Summary:

Reporting to the CEO, the Senior Director, Development serves as a key member of the senior leadership team and an active participant in making strategic decisions affecting NetHope. In partnership with the CEO, this position is responsible for all fundraising and development activities and helping the organization adopt a culture of fundraising. The successful candidate will play a key role in refining/designing and executing the fundraising strategy with the senior management team while maintaining collaborative relationship with existing donors that support NetHope's programs and NGO membership.

### Fund Development Strategy

- Working with the CEO and senior staff, develop and implement a comprehensive development strategy to include corporate, foundation, government grants, etc.
- Develop a new revenue-generating models that reflect NetHope's unique position and leverage its membership model with NGOs, technology companies and high net worth individuals.

### Donor Relations

- Attract, develop, and retain a portfolio of donor partners; engage and pitch various stakeholders (high net worth individuals, family foundations, foundations, corporations).

- Steward a pipeline of existing donors to maintain strong donor relationships that deepen and grow over time.

### **Fundraising Activities**

- Oversee and coordinate the fundraising activities of the organization.
- Work closely with Programs team to develop funding proposals; finalize and archive all proposals with a long-term relationship-management approach.

### **Fundraising Support**

- Collaborate with marketing and communications team to effectively develop and implement visibility and marketing plans to support fund raising.
- Ensure that organizational donor records in Sales Force are complete and up to date and that report deadlines are met.

### **Knowledge and Skills:**

- High energy and passion for NetHope's mission is essential
- Ability to build authentic relationships with diverse stakeholders with proven skills in prospecting, facilitating, pitching, negotiating, and planning.
- People person who appreciates the differences in people, manages rejection, is comfortable with ambiguity, deals with conflict head on, finds the best in individuals.
- Ability to work collaboratively, entrepreneurially, and nimbly in a fast-paced dynamic environment.
- Demonstrated mastery of project management and good record keeping skills.
- Ability to work independently in a virtual organization. Good judgment, time management, organizational skills and resourcefulness required.
- Excellent verbal and written communications skills with proficiency in Microsoft Office products.
- Proficiency in synthesizing materials from multiple sources into a coherent and accurate summary.
- Effectively communicating key data, including presentations to senior management, the Board or other outside partners/influencers/clients. Flexible and adaptable style; a leader who can positively impact both strategic and tactical fundraising initiatives.

### **Experience & Education:**

The Senior Director, Development will have at least 7+ years in a senior fund development role with a demonstrated track record of fundraising success, closing deals in the six figures from a variety of foundations, corporations and individuals. Strong preference for experience in a non-profit, global NGO or corporate social responsibility role. Additional desired experience includes:

- Extensive knowledge of the technology, communications and software industries.
- Tangible experience of having expanded and cultivated existing donor relationships over time.
- Experience constructing, implementing and tracking performance of the annual strategic development plan.
- Experienced Salesforce user.

Bachelor's degree required. Master's degree preferred.

**Applicants** must have legal authorization to work in the United States.

NetHope is dedicated to building an inclusive workforce where diversity is valued.

This is a full-time position located in North America with preference for the San Francisco Bay Area and the West Coast. Compensation is commensurate with experience.

The deadline for applications has been extended to November 9. Applicants should submit a cover letter and resume to Cherie Basener, Recruiter at Careers in Nonprofits:  
cbasener@cnpstaffing.com