



About NetHope

NetHope enables humanitarian organizations to better serve individuals and communities in the developing world through smarter use of technology. Working at the intersection of the international NGO sector, private business and technology innovation, NetHope is a membership organization currently serving nearly 60 leading humanitarian, development and conservation organizations around the world. NetHope empowers our member organizations to collaborate, innovate, and leverage the full potential of information and communications technology to support their work in 190 countries. NetHope and our members partner with 50 of the world's leading technology firms to create innovative solutions to existing and emerging challenges, and to reimagine how technology can improve our world.

The Opportunity

This is an exciting time at NetHope. NetHope is celebrating twenty years of growth and impact in 2021, and the organization recently welcomed Lance Pierce as its new CEO. Working with the senior staff and board, Lance is leading the organization through a strategic positioning exercise that will enhance NetHope's global impact and will also create new opportunities for corporate, foundation and individual philanthropic support.

Director of Development Position Description

NetHope is seeking an entrepreneurial, hands-on and experienced fundraiser to lead our philanthropic team as Director of Development. The successful candidate will build lasting relationships with donors and keep them informed about how their financial support enables NetHope's mission and furthers the work of our global community of members. Preferred candidates will be self-motivated, deadline-driven multitaskers.

The Director of Development will carry out NetHope's mission by leading and managing all aspects of the organization's fundraising program. Responsibilities will include developing, implementing, and evaluating fund development strategies that will meaningfully engage and motivate foundations, corporations and individual donors to meet or exceed NetHope's annual development goals. The Director of Development will work closely with Senior Leadership Team members to develop innovative, fundable program initiatives. She/he will identify and meet with prospective donors and supporters and will lead the communications strategy with the funder community.

More specifically, in the near term, the Director of Development will provide hands-on fundraising leadership and support in a lean, focused organization: researching funding trends, prospecting and qualifying leads, writing concept notes and grant and donor proposals for program development with NetHope staff. Day-to-day time management will be split between internal coordination and external prospecting and outreach. Longer term, the Director of Development will work closely with the CEO and senior leadership to build a new development and fundraising function that will help carry NetHope successfully into its next 20 years of impact. The Director of Development will report directly into the CEO, and will be a member of the NetHope Senior Leadership Team.

Responsibilities:

- Provide primary leadership for the organization's philanthropic fundraising targets while laying the groundwork for an expanded fundraising team.
- Participate as a member of the Senior Leadership Team, helping steer the strategic direction of the organization and prepare it for its next 20 years of growth.
- Work closely with the CEO, staff, board and others to create, capture and project strong funding and engagement opportunities to a diverse set of funders.
- Identify and cultivate current and prospective funders as strategic partners.
- Working with program leaders, NetHope member relationship managers, and subject matter experts, develop technically grounded concept notes, cultivation, stewardship and communication materials.
- Work with the Manager of Development, Development intern(s) and other relevant stakeholders to identify and qualify funding prospects, cultivate funders and write and submit proposals on a timely basis.
- Oversee the Development data management systems, ensuring the visibility and accuracy of relevant fundraising related opportunities and obligations.
- Attend to all required communications activities and performance reporting of donations and grants.
- All other duties as required to support NetHope to meet funding goals.

Qualifications:

- The ideal candidate is a proven leader of new fundraising initiatives, strong strategic thinker and team player, with a successful track record of managing and delivering successful multi-million dollar philanthropic gifts from a variety of sources, particularly foundations, corporate foundations, government and individuals.
- Possessing an understanding of and interest in technology as an enabler and an accelerator of impact.
- Demonstrated success in prospecting and writing funding proposals, with strong interest in and experience with the following areas: not-for-profit digital transformation, humanitarian relief, international development, and/or global conservation.
- Experience working with corporate donors, foundations, government entities, and multilateral agencies.
- Exceptional written and verbal communication skills; ability to persuasively communicate NetHope's mission to diverse audiences.
- Experienced in moves management, helping plot the course toward funding and support for complex, multi-stakeholder program initiatives and to successfully close prospects.
- Highly adaptive collaboration skills up and down the organization to be an effective, generous and contributing team player in a lean organization.

Reporting and Working Conditions:

- This position will be charged with leading and growing the Development function, reporting into and working closely with the CEO on proposal and concept development, strategic communications, moves management and outreach.
- NetHope is a virtual organization, and our team members work around the world. Due to the global nature of the organization, work may be required at any time of the day.
- This position is remote, with preference for, but not limited to a US Northeast Corridor location. Highly motivated and qualified candidates with the requisite track record and base of professional contacts and networks will be considered regardless of location.
- This position will have at least one direct report.

Deadline and How to Apply

Should this exciting opportunity interest you, please submit a cover letter and resume in confidence to hr@nethope.org.