



Director of Business Development

Location: New York, NY

Position Type: Full-time

Organizational Overview

The extreme disparity in health outcomes and access to healthcare that exists today between the world's rich and the world's poor is unjust and unsustainable. To change this unacceptable status quo will require a new generation of leaders with diverse skills and backgrounds. Emerging leaders need opportunities to build their skillsets and build meaningful connections with other young leaders who share a vision for transformative change.

Global Health Corps is mobilizing a global community of emerging leaders to build the movement for health equity. We do this by providing yearlong paid fellowship opportunities to passionate young leaders. During their fellowship years, GHC fellows serve in positions of impact within outstanding healthcare organizations in the US and sub-Saharan Africa. They also engage in intensive training, professional development opportunities, mentorship and thoughtful community-building.

Fellows work in teams of 2—one international fellow and one in-country fellow—on a wide range of projects that improve healthcare access and health outcomes for the poor. Working at for-profit, non-profit, and governmental health organizations, fellows have built financial management systems for grassroots HIV organizations in Uganda, counseled homeless teenagers in New Jersey, supported district pharmacies in Rwanda in rolling out new supply chain management tools, and conducted policy research in Washington DC.

The Candidate

Global Health Corps is a start-up social enterprise entering its fifth year. The organization has grown steadily over the first five years, supporting classes of 22, 36, 68, 90 and now 106 fellows. A global team of 11 supports the 106 fellows, as well as 200+ alumni spread all over the world. The team is fast-paced, innovative and values-driven. We are searching for a creative, highly organized, hard-working Development Director to help us plan for significant growth in the next five years by building a much larger, stable, diversified donor base. The ideal candidate is someone who has several years of success raising funds for mission-driven organizations and can both shape the fundraising plan of Global Health Corps and roll up his/her sleeves and implement it. S/he is passionate about donor cultivation and sees donors as partners who join Global Health Corps in working towards a mutually-important goal -- global health equity. S/he is skilled at collaborating with a wide variety of donor partners, and has demonstrated experience managing multiple, significant, simultaneous projects. S/he will have a talent for developing multi-year partnerships that yield increasing contributions from year to year.

The Work

The Development Director will report to the Chief Executive Officer and will fill a pivotal role on our small, dynamic team. Because of the small size and innovative bent of the team, there will be many opportunities to experiment and try new ideas, and to grow professionally. Specific responsibilities include:

- In collaboration with CEO and Communications/Development Associate, develop both long-term and annual fundraising plans for the organization.
- Set, track and meet annual development goals.
- Work with CEO and VP, Operations to establish agency-wide income goals and outcomes reporting.
- In collaboration with CEO, identify, cultivate, solicit and steward individual donors, increasing existing support and expanding the donor base.
- In collaboration with CEO, identify and cultivate relationships with foundations and corporations, increasing existing support and the expanding the donor base.
- Work closely with program and operations team to ensure that program metrics and performance indicators are tracked accurately.
- Ensure that donor partners are kept up to date on the work they support in timely manner.
- Manage grant proposals and calendar, write grant proposals.
- Plan and implement a variety of donor cultivation and fundraising events.
- Plan and implement a range of online giving campaigns.
- Oversee creation of all development materials including funding proposals, Letters of Interest, funder reports, newsletters, and written appeals.
- Developing an alumni fundraising strategy working with members of the program team.
- Develop systems for pipelining funders, prioritizing opportunities, managing relationships and ensuring that development time and effort are spent in the most efficient ways.

Qualifications

- A strong passion for GHC's mission to build a community of emerging leaders who will catalyze the movement for global health equity
- A solid track record of growing support through diverse funding streams and strategies.
- Excellent interpersonal skills with a passion for creating relationships and drawing out the best in colleagues and prospects.
- Demonstrated success in setting and executing a fundraising strategy that emphasizes major gifts (individuals and foundations), including their successful close.
- Strong management skills that include the ability to motivate, influence, and hold staff accountable to high standards and goals.
- Expertise in strategic and operational development planning (both short- and long-term).
- Exceptional reasoning, problem solving and analytical skills, including an ability to translate ideas and concepts into clear actionable items.
- Strong written and verbal communication skills, with an emphasis on the ability to persuade and influence others around ideas, decisions, and financial support.
- An intellectual and emotional curiosity, understanding and enthusiasm for the work of GHC.
- Ability to leverage and communicate effectively with multiple audiences: executive leaders, board members, donors, and staff.

- Experience engaging alumni or similar types of volunteers in fundraising preferred.
- Tech savviness and interest in new technologies, ability to use Google tools and other online platforms to streamline work preferred.

How to Apply

To apply, please submit resume and cover letter to apply@ghcorps.org. Please indicate Development Director in the email subject. Feel free to submit any other writing or work sample that will help us get to know you better.

Thank you for applying!

-The GHC Team