

Search Announcement

Senior Director
Major Campaigns and Donor Engagement

Posted: January 2020

Position: Executive, Fundraising

Salary: Commensurate with experience

Deadline: Till position filled

Location: Open, US West Coast

Field: Global Health

Website: www.endhep2030.org

Employment Level: Full time

Category: major gifts, annual fund, corporate and foundation relations, donor relations, executive, grant seeking, major gifts, planned giving, grant making, special events

Introduction

The Hepatitis Fund (aka “EndHep2030”) is a tax-exempt charitable foundation with business registration in Switzerland (CHE 309.456.081).

Launched in November 2017 at the World Hepatitis Summit as the result of collaboration by World Health Organization, US CDC and ZeShan Foundation, EndHep2030 was conceived as an international collective funding platform for the global campaign to eliminate viral hepatitis by 2030 as articulated by the World Health Organization Global Health Sector Strategy. Its Board of Directors is supported by a group of highly committed thought leaders and leading practitioners from diverse stakeholder communities and sectors.

With a limited life-span (sun-setting by 2035), EndHep2030 aims to raise US\$ 1 billion in catalytic funding to support the campaign to eliminate viral hepatitis as a global health threat. The geographic priorities as identified through broad consultation are the Asian and Pacific region and the Sub-Saharan Africa, which combined contribute 85% - 90% of the global burden of viral hepatitis. For more information about us, please visit our website www.endhep2030.org.

We invite qualified and highly motivated professionals to apply for the position of **Senior Director, Major Campaigns and Donor Engagement**. Reporting to the President and Chief Executive Officer, the successful candidate will be an integral part of EndHep2030’s fundraising operations in shaping and strategizing EndHep2030’s resources development and program design and achieving its fundraising goals. S/he will also be tasked to build up a professional development and fundraising team. Working closely with the CEO and the Program and Grants Committee (P&GC), the incumbent will initiate donor prospecting and follow-up.

Summary of the position

The Senior Director, Major Campaigns and Donor Engagement, in their capacity as a senior fundraiser for EndHep2030, will take an active role implementing a strategic fundraising plan across EndHep2030 globally with particular emphasis in the United States. This encompasses major gifts, institutional giving, foundation and corporate giving, grants and crowd funding including possible customer donations through commercial retail partners. Specifically, the incumbent is responsible for an effective execution of a fundraising campaign to raise at least US\$ 10 million for EndHep2030's grants program and US\$1.2 million for operating purposes.

The incumbent will develop and implement strategies that align EndHep2030's strengths, initiatives and priorities with fundraising opportunities and donor intentions, and will play a key role in positioning EndHep2030 on the leading edge in a concerted effort to increase fundraising and collaborations for EndHep2030.

The two main areas of responsibility for the position include *but are not limited to*:

1. Fundraising

- a. Provide support and act as a resource for EndHep2030 in developing and implementing a strategic plan to raise funds for EndHep2030's operating needs and grant-making program.
- b. Take leadership role in developing a business plan and implementing fundraising strategies as approved by the Board of Directors for EndHep2030's viability and sustainability.
- c. Oversee development and fundraising activities, including writing grant proposals, researching foundations and corporations funding prospects, and overseeing or implementing other fundraising strategies.
- d. Represent EndHep2030 at high-level meetings and conferences on health philanthropy, global health, and major advocacy occasions to promote hepatitis elimination.
- e. Explore and research innovative funding models/practices to diversify EndHep2030's funding pipeline, including donor-advised and donor-directed funds.
- f. Develop partnerships with non-traditional funding sources such as commercial chain operators.
- g. Provide technical assistance/training to junior staff and affiliated programs as needed.

2. Donor Engagement

- a. Engage existing donors by keeping them informed of progress of funded programs.
- b. Gauge prospective donors' interest in public health, cancer prevention, and hepatitis elimination and develop individualized cultivation strategies.
- c. Design and implement a donor support strategy and a tool kit for investing in hepatitis.
- d. Serve as a resource for prospective donors.
- e. Prepare timely project reports for donors and the Board.
- f. Conduct in person and virtual meetings with key stakeholders as needed.
- g. Coordinate public relations with the Director of Communications and Stakeholders Engagement.

Qualifications and skills

- Proven track record of raising major funds for global health, multi-national health programs, and/or disease elimination.
- Must be already eligible for employment in the United States and be able to travel internationally as needed.
- Minimally an earned bachelor's degree from an accredited institution plus 15 years of professional experience in related field(s); or an earned Master's degree with at least 10 years of relevant professional experience.
- A degree in public health, epidemiology, or business management is helpful.
- A keen understanding in non-profit fundraising, major campaign, and management of donor relations.
- Work/academic experience in global/public health, infectious disease, disease elimination/eradication, and non-profit program management are desirable.
- Self-motivated, detail oriented and able to take initiative.
- Personable, diplomatic and mature.
- Able to maintain high level of discretion, confidentiality and sound judgment.
- Excellent English language skills.
- Experienced in managing complex projects.
- Able to work independently and comfortable with a virtual work environment.
- Capable of multi-tasking and able to navigate a virtual organization with multiple locations and stakeholders spread throughout the world.
- Demonstrated understanding of project management concepts.
- Skillful in standard office software packages and online research.

Physical Requirements/Working Conditions

The incumbent may perform job duties in a traditional business office environment with the flexibility to telecommute. Tasks are generally carried out with no specific or unusual physical or environmental demands. While performing the duties of this job the incumbent is regularly required to work at a desk with a computer for extended periods of time. Specific physical abilities required by this job include operating basic office equipment such as personal computers, copying machines, fax machines and standard office telephones. The incumbent will be required to attend meetings, both on-site and off-site, via phone or videoconference. Certain amount of international travel will be required.

How to apply

Please email your CV with a cover letter and 3 – 5 professional references (please do not include academic references), samples of original writing (up to 20 pages in total) to wsli@endhep2030.org. Please write "Senior Director, MC&DE" in the subject field.

Deadline: Review and interview will be on a rolling basis till the position is filled

The Hepatitis Fund is an equal opportunity employer.