



Senior Director (US)

Fundraising and Donor Engagement

Posted: March 2021

Location: U.S.A.

Position: Senior Director

Field: Public health & philanthropy

Employment level: FT/PT flexible

Starting date: Open

Salary: Commensurate with experience

Website: EndHep2030.org

Category: Senior executive, fundraising campaign, major gifts, donor engagement and cultivation, public health and disease elimination, partnership and coalition building

Introduction

The Hepatitis Fund (aka “EndHep2030”) is a tax-exempt charitable foundation headquartered in Geneva, Switzerland. The Fund is the only grantmaking foundation dedicated exclusively to the elimination of viral hepatitis as a public health threat.

Launched in 2017 at the World Hepatitis Summit as a culminating result of the collaboration between World Health Organization, US CDC, and ZeShan Foundation, the EndHep2030 project was conceived as an international collective funding platform for the global campaign to eliminate viral hepatitis as articulated in the World Health Organization Global Health Sector Strategy. The Hepatitis Fund is governed by an international Board of Directors, which is supported by the EndHep2030 Advisory Council comprising of highly committed thought leaders and leading practitioners from diverse stakeholder communities and sectors. The EndHep2030 program is implemented and managed by a professional team in a horizontal organizational structure.

With a limited lifespan (sun-setting by 2035), The Hepatitis Fund aims to raise US\$ 1 billion in catalytic funding to support the global campaign to eliminate viral hepatitis as a public health threat. The geographic priorities as identified through broad consultation with international stakeholder communities include the Asian and Pacific region, the Sub-Saharan Africa, and other high-prevalence regions, which together contribute 90%+ of the global burden of viral hepatitis, a disease that has affected over 2 billion people worldwide and kills one person every 30 seconds (1.4 million deaths each year).

The Opportunity

The Hepatitis Fund is in search of a dynamic, energetic, and enterprising senior executive to lead the organization's fundraising operations in the United States. We invite qualified and highly motivated fundraising executives to apply for the position of **Senior Director (US), Fundraising and Donor Engagement**.

Reporting to the Executive Director, the successful candidate will lead the foundation's fundraising and donor engagement efforts in the United States in tandem with the fundraising team in the Geneva office. The incumbent shall be a seasoned fundraiser with a successful track record in fundraising for international health initiatives and health philanthropy in the US.

Examples of key professional traits include being a strategic thinker, enterprising, effective relationship building and interpersonal skills, prior experience in fundraising for international health initiatives from mainstream foundations, corporate giving programs, and UHNWIs and HNWIs. Practical knowledge of complex and blended funding streams including traditional grant-making foundations, donor-advised funds, and competitive grants programmes is highly valued.

The Position

The **Senior Director (US), Fundraising and Donor Engagement**, is an exciting opportunity for a highly-motivated fundraising executive to be part of the effort to strengthen a hybrid international health program that is still at its early stage of operations. The EndHep2030 project is a unique international platform for investing in the elimination of viral hepatitis. The incumbent should possess a strong business acumen and is a strategic thinker well-equipped to build on the foundation's work as a vital partner for the international hepatitis community. The successful candidate should be exceptionally knowledgeable and well accomplished in health philanthropy and major fundraising campaigns. Knowledge of regulatory compliance and ethical business practice is essential.

One of the top priorities of the incoming Senior Director (US) is to set up a USA-focused fundraising programme targeting UHNW donors, institutionalized foundations, and corporate giving programmes. The incumbent should be well connected with the grantmaking foundation sector in the United States. The ideal candidate should be able to design and implement quickly a fundraising campaign to raise US\$25 million by 2022 and US\$ 100 million by 2023 for the EndHep2030 Grants Program.

The incumbent must be well prepared to hit the ground running. They will enhance and implement strategies that align EndHep2030's strengths, initiatives and priorities with stakeholder engagement, fundraising opportunities and donor intentions, and will play a key role in positioning EndHep2030 on the leading edge in a concerted effort to increase the organizational profile of The Hepatitis Fund as a thought leader in health philanthropy in general and in investing in the global campaign to eliminate viral hepatitis in particular. The Senior Director (US) should be able to clearly articulate EndHep2030's mission and guiding principles internally and externally as a passionate and cogent communicator, as well as maintaining a strong public presence on behalf of The Hepatitis Fund in the US.

The Senior Director (US), Fundraising and Donor Engagement, is responsible for overall management of the fundraising activities in the United States and oversees the US operations and institutional development. The successful candidate will demonstrate a high level of entrepreneurship, energy, inspiration, humility, and resourcefulness while actively leading strategic and programme planning, fiscal stewardship, and operational management, including supervision and mentoring of fundraising staff in the US.

Skills and Competencies

The Senior Director (US) should demonstrate a personal commitment to and passion for the founders' vision for The Hepatitis Fund and its mission. The incumbent should have a clear and informed understanding of public health and disease elimination in general and that of viral hepatitis in particular. Pre-requisites and qualifications for the position include, *but are not limited to*:

- Commitment to and ability to embrace and personify the mission and core values of The Hepatitis Fund through its EndHep2030 Program
- Capacity to develop strong external loyalty to the mission and values of the Fund and cultivate relationships with international partners and thought leaders in order to leverage support for the mission
- A minimum of 10 years of leadership role in fundraising with a successful track record in major gifts from diverse funding sources in the US
- Demonstrated success in developing and managing a high-level donor portfolio, soliciting and closing major gifts, and building relationships with existing and new donors
- Ability to conceptualize and implement major campaigns from start to finish
- Demonstrated skills in preparing a wide range of communication material including targeted solicitations, grant applications, promotional materials, reports, slide decks, etc.

- Demonstrates expert-level skills in making persuasive and compelling presentations of goals, objectives and impact of intended programs
- Good understanding of the global health landscape and health philanthropy
- Skillful in navigating cultural and geopolitical dynamics
- Solid understanding of applicable laws, rules and regulations, policies, etc. pertaining to fundraising and solicitation in the US
- Ability to assume end to end responsibility for donation process and grant agreements and administration
- Strong analytical and critical thinking and , effective decision making and problem recognition/avoidance/resolution
- Current with trends and adaptation of latest technology to improve returns of fundraising activities
- Strong interpersonal skills and ability to build bridges and cultivate collaborative relationships within an international and multicultural team
- Ability to organize, direct, prioritize and delegate work appropriately
- A self-starter capable of working independently and being comfortable with a virtual work environment
- Management style which brings enthusiastic and motivating approach to building a strong and productive team with a focus on mentoring and nurturing staff development
- Demonstrated ability for developing strategies to successfully increase revenues through blended funding streams is a plus
- Track record of public speaking in front of international and stakeholder audiences
- Working knowledge of charitable laws and regulations in the US
- Good understanding of the workings of World Health Organization and its regional operations and other international health funding entities a plus
- Native-like proficiency in English (writing, reading, and speaking)
- Working knowledge of French a plus
- Already eligible for employment in the US
- Earned college degree from an accredited tertiary institution

Physical Requirements/Working Conditions

The Hepatitis Fund currently does not have a physical presence in the US. The incumbent may perform job duties in a typical business office setting/environment. 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

video conference. Certain amount of international travel will be required when travel restrictions are lifted.

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Compensation and Benefits

The incumbent is afforded similar benefits as those enjoyed by the Geneva-based staff, including paid public holidays, annual leave, sick leave, and parental leave. The benefits package will be customized to be compliant with US laws and regulations. The salary for the position will be commensurate with experience plus optional performance-based bonus at the Management's discretion.

How to Apply

Please email your CV with a cover letter, 3 – 5 professional references (please do not include academic references), and sample(s) of original writing (up to 20 pages in total). Applications should be in English and be submitted in their entirety electronically in MS Word and/or PDF format to: admin@EndHep2030.org. Please write "THF Senior Director (US) Search" in the subject field. Only highly promising applicants will be contacted for follow-up. Review of applications and interview will be on a rolling basis till the position is filled. All interviews will be conducted via video conferencing.

The Hepatitis Fund is an equal opportunity employer.



86BIS, Route de Frontenex, 1208 Geneva Switzerland
A Swiss charitable foundation (CHE 309.456.081)