



Hope for Haiti®

Director of Business Development & Strategic Partnerships Job Description

Position Title:	Director of Business Development & Strategic Partnerships							
Status:	X	Full Time		Part Time		Contract		Temporary
Reports to:	Chief of Donor Experience							
Location:	Stamford, CT or New York, NY							

Hope for Haiti Mission Statement:

To improve the quality of life for the Haitian people, particularly children, through education, nutrition, and healthcare.

Brief Organizational Summary:

Hope for Haiti is an innovative and creative international development organization that has been working in Haiti for over 25 years. The organization partners with private donors to create community-based sustainable change through a grassroots and strategic holistic approach. Hope for Haiti is an action-oriented and fast-paced organization that believes in partnership solutions to poverty alleviation. Hope for Haiti's vision for the future is one of strategic growth in creating healthy, sustainable communities. Hope for Haiti has a distinguished and well-established Board of Directors that provides the organization with strong governance, oversight, and strategic direction. Building upon the organization's proven track record of success, Hope for Haiti stays true to its mission and founding principles, while offering a dynamic and supportive work environment. For more information about Hope for Haiti, please visit www.hopeforhaiti.com.

Position Description:

Hope for Haiti seeks a dynamic fundraising professional to strategically oversee all northeast (Stamford, New York, Boston, Philadelphia and Washington, D.C.) fundraising efforts, with a particular focus on corporate engagement and events. The ideal candidate is passionate about Hope for Haiti's mission and can connect and inspire individual, corporate, and foundation donors to become a part of Hope for Haiti's vast network of supporters and advocates. As Director of Business Development and Strategic Partnerships for the northeast, you will lead Hope for Haiti's Donor Experience Team in researching and qualifying new prospective donors, steward donors from passive philanthropists to active partners, develop and lead innovative friend-raising and fundraising events to increase awareness and revenue for Hope for Haiti, and ultimately lead the planning, execution and follow-up for Hope for Haiti's largest East Coast event in Stamford, CT in collaboration with the Northeast Advisory Board.

This is a great opportunity for an experienced fundraiser who enjoys thinking creatively, building advocacy networks, and helping make positive impact for people in Haiti.

Position Duties and Responsibilities:

Event Planning and Marketing (65%)

- Manage all northeast fundraising, celebratory and cultivation events including Hope for Haiti's signature fall event for 200-plus VIP guests in Stamford, CT.
- Cultivate and secure high level corporate and individual sponsorships (both cash and in-kind)
- Drive Hope for Haiti's outreach and public awareness efforts in the northeast, through a spectrum of activities that will engage members, volunteers and communities in our events.
- Provide all needed development-related assistance to the CEO, Chief of Donor Experience, Board of Directors and other volunteer leaders as needed
- Oversee development interns and volunteers and ensure an enriching experience of our mission and vision
- Other duties as assigned

Donor Base Stewardship & Expansion (35%)

- Lead Hope for Haiti's Donor Experience Team researching and qualifying prospective individual, corporate, and foundation donors to support and advocate for Hope for Haiti's mission.
- Work in conjunction with the President/CEO, Chief Impact Officer, and The Chief of Donor Experience to create and execute an ongoing strategy of an ever-improving, multi-channel Donor Experience (in electronic, in person, written/mail form)
- Ensure proper communication of the brand and collaborate with the Donor Experience team to develop marketing and events collateral
- Develop and foster relationships with northeast-based companies and cultivate a culture of employee giving and volunteerism
- Serve as the Point of Contact for all donor inquiries in the Northeastern U.S.
- Through a combination of direct communication and personal meetings, work to expand and enrich existing donor relationships, including Gift-in-Kind donors and partners
- Create and execute donor recognition/expansion events when appropriate
- Other duties as assigned

Education, Skills & Experience:

As a prerequisite, the successful candidate must believe in the core values of Hope for Haiti and be driven by the mission. The candidate should demonstrate a passion for breaking new ground to lead social change and be both strategic and tactical in delivery. The ideal candidate will possess the following Education, Skills and Experience:

- A Bachelor's Degree (Master's preferred) in Communications, International Development, Public Policy, Sociology, Business, English or related discipline or a combination of relevant work experience
- 4 – 7 Years' experience in a Non Profit Development/Donor Experience role in the northeast
- Demonstrated experience in building relationships with corporations and individuals
- Proven track record of directly and effectively managing different types of events and volunteers
- Ability to work in fast paced and growing environment
- Exceptionally well-organized and a strong ability to prioritize
- Extremely computer/technology literate (PC & MAC Products)

- Social Media experience (Facebook, Google, Twitter, etc...)
- Professional in appearance, demeanor, and leadership
- High level of customer service
- Ability to adapt to and make level-headed decisions in stressful situations
- Excellent written, oral, and interpersonal communication skills
- A self-starter and action oriented
- Creative problem solving skills
- Willing to travel Internationally with the proper documentation and authorization to travel freely between the United States and Haiti
- Excels at working independently, exercising good judgment and taking initiative
- Kindness, and a sense of humor
- Fluency in English required; French and/or Creole a plus

Compensation

Annual salary commensurate with experience (DOE).

This is an outstanding opportunity for a highly motivated professional to assume a pivotal role in the evolution of a fast-growing, highly respected organization. We are seeking an individual of outstanding quality with a respected track record. This full-time opportunity is based in our Stamford, CT office or remotely in New York, NY. A generous compensation and benefits package is offered including medical, dental, life, STD and LTD insurance; paid time off, and much more!

To Apply

Hope for Haiti is currently accepting applications. Interested candidates should submit a resume along with cover letter (with references and salary requirement) to careers@hopeforhaiti.com.

Please include **"Director of Business Development and Strategic Partnerships"** in the subject line.