



US Fundraising Leader

Candidate Profile and Job Description

We are committed to the end of world hunger by 2030 – and focus our contribution in this effort on ***empowering communities and individuals to drive the solutions that work for them***, and by ***partnering with like-minded groups***. The Hunger Project takes a comprehensive approach – working with communities to focus on activities that will have a lasting impact on their well-being and potential.

In order to achieve this visionary – yet achievable – goal, we must significantly increase the investments made in The Hunger Project. In the United States, **the biggest priority for the new US Fundraising Leader is to transform annual fundraising revenue from a static \$6M to \$10M and beyond over the next few years**, by generating results personally and by empowering their team to succeed.

This position is meant for the leader who wants to apply their deeply relational skills and experience toward the realization of this brighter future.

IDEAL CANDIDATE PROFILE

The ideal candidate is a **proven leader** who:

1. **Wants to change the world** – this person has had a life-long passion to make a difference, perhaps specifically around issues of poverty, hunger, or international development, whether through work, volunteer, or personal experience. *This person channels that passion with a strong sense of optimism that even big change is possible, and feels a personal calling to have an even greater impact in this phase of their career.*
2. **Is a connector of people** – perhaps serving as a community organizer, coalition builder, a dynamic networker in their neighborhood, or an active board member. *This is a person who is always making unexpected connections between people, who has genuine interest in their stories, and great skill with listening and empathy that motivates others to get involved.*
3. **Has a background in sales or business development – or in fundraising through one-on-one engagements** (whether from a staff or board role). This is someone who enjoys **telling a great story**, engaging with **empathy**, and **being bold** in making asks and getting **results**. *This person has a heart for our mission, isn't afraid of failure, and has the persistence to push through obstacles – because they are motivated to have a big impact.*

4. **Is a natural builder** – this person has gravitated toward roles that didn't exist before. They have several successful “builds” under their belt, always bringing the team to a place of stability and sustainability because they can balance both vision and process. *This person has a start-up mentality, creates things with minimal resources, handles their own administrative tasks with ease, and loves change.*
5. **Is a strategic leader** – which means being able to stay focused on the big goals and vision – and use those to inspire their team to action – no matter what is thrown their way. *This is someone who is focused and thoughtful in how they have set goals and driven for results – someone who is a calm, centered leader who helps ground others, gets them the support they need so they can play to their strengths, and motivates them to do more than they thought they could.*

Other qualities we're looking for include:

- **Coaching mindset** – this person loves helping people reach their full potential, and has sought out opportunities to do so, professionally and personally. They have a deep understanding of the impact that comes from empowering people to solve their own problems, and see the leverage that good coaching can provide toward that impact. *Perhaps they have been the assistant coach for a kids' sports team for a number of years, and keep returning to that role because of the opportunity to identify and shape talent – and to improve their own ability to work with many different personalities.*
- **Collaborative** – someone who breaks down barriers and sees how different teams and stakeholders can naturally work with and support one another. *This person has worked to build bridges within multi-site organizations, perhaps rotating among several teams to gain different perspectives.*
- **A team-builder who genuinely cares about their people** and the pressures they face, who isn't afraid to have tough conversations, and who is generous with praise and inspiration. *This person has had success in building trust with staff who bring a deep organizational history and passion.*

FORMAL EXPERIENCE

- **10+ years of progressively responsible and relevant experience in significantly increasing revenue** – whether through business development, sales, fundraising or similar fields.
- **At least 5 years of leadership (not just management!) experience**, including specific expertise from a coaching perspective, and managing virtual teams.
- Experience collaborating with senior leadership, board members, and other key internal and external stakeholder groups.

ROLE EXPECTATIONS AND RESPONSIBILITIES

The US Fundraising Leader is responsible for developing and maximizing a portfolio of high-level prospects, and providing leadership, direction, and coaching to the team responsible for raising The Hunger Project's US revenue.

This position reports to the Global CEO of The Hunger Project, oversees a team of 4-5 staff members, and has P&L responsibility for this unit. This role partners with the US Development Committee and other senior leaders, and will be responsible for leading the team to increase fundraising revenue from \$6M to \$10M+ annually.

The US Fundraising Leader must be able to engage high-level donors and prospects (including booking their own meetings!), update databases, and manage the details of follow-up. ***This is a roll-up-your-sleeves position, combined with the sophistication of engaging with world-changing philanthropists.***

The specific responsibilities of this role fall into these primary areas:

1. Driver of fundraising strategy, pipeline, and results, and leader of US fundraising team:

- Lead the team in identifying and prioritizing prospects to boost fundraising results from \$6M to \$10M+ annually.
- Model effective prospect strategy and engagement, and coach and prepare others to participate as a team in fundraising visits.
- Facilitate regular US Fundraising Team meetings to ensure accountability and progress to fundraising goals.
- Provide high-level leadership and coaching to the US Fundraising Team to empower them, and help them play to their strengths, in meeting their individual fundraising goals.
- Contribute strategic thinking and direction to strengthen fundraising processes, reporting, and systems.

2. Owner of a fundraising portfolio:

- Identify and prioritize new high-level prospects from diverse sources, in collaboration with the CEO, US Development Committee, and other key leaders and supporters, to exceed personal fundraising goal.
- Conduct prospect research, analysis, and strategy. Plan and strategize about prospect predisposition and visits, including engaging leadership, board members, and supporters as needed.
- Visit with prospects and make asks, sometimes leading, and sometimes supporting.
- Manage prospect follow-up activities, coordinating with the team to close gifts.

3. Generate visibility and interest for The Hunger Project in the United States:

- Engage in regular speaking and writing opportunities to help raise the profile of The Hunger Project in the U.S., ultimately increasing the pipeline of new investors.

- Work with the CEO, US Development Committee, other country fundraising leaders, and global leaders to develop broader partnerships that support us in our work to end hunger by 2030.

Location & Travel. This position is based in THP's New York City global office, and will require travel approximately 30-40% of the time, largely within the U.S., with occasional international travel to program countries.

Compensation & Benefits. This is a full time, exempt position with a comprehensive benefits package. Salary is competitive and commensurate with level of experience.

About The Hunger Project. The Hunger Project (THP) is a global, strategic organization committed to the sustainable end of world hunger. In Africa, Asia and Latin America, The Hunger Project empowers millions of women and men to end their own hunger, pioneering low-cost, bottom-up, gender-focused strategies in each region where hunger persists. These initiatives mobilize clusters of rural villages to create and run their own programs that achieve lasting progress in health, education, nutrition and family income.

CONTACT AND FURTHER INFORMATION

If this profile calls out to you, please send a tailored, authentic cover letter that explains 1) why The Hunger Project; and 2) why this particular role are ideal fits for you – along with your resume – to jessica@forimpact.org.