



## Director, New Business Development

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**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 nurture relationships with supporters to champion our work, and invite others to invest in our impact.

THP is hiring for a new position on our fundraising team - the Director, New Business Development - to build a network of contacts and strategic institutional funding partnerships to support our impact.

### Ideal Candidate Profile

The ideal candidate is a well-networked, dynamic, engaging individual, with deep expertise in the international development sphere, who is most comfortable working in partnership with others.

Specifically, we are looking for:

- **International development background:** This person understands the complex funding streams in this sphere, and has knowledge of how best to build and cement relationships with institutional funders.
- **A sophisticated relational ability:** This is someone who has a strong and deep network, and thoughtfully engages and nurtures those relationships throughout the year, focusing on long-term connections rather than transactions.
- **A connector of people**, perhaps serving as a coalition builder, a dynamic networker in their neighborhood, or an active board member. This is a person who has great skill with listening and empathy that motivates others to get involved or take action.
- **Technical grant expertise:** While the primary focus of this role is around nurturing relationships to become true partnerships, the ideal candidate will also bring with them the knowledge of how to complete effective grant applications, and an understanding of how to manage the grant reporting processes.
- **Someone who keeps people focused on the goal:** In particular, this person excels at upward management, understanding how to keep leaders and peers moving toward results and actions.
- **Partnership mindset:** Someone who approaches problems in collaboration with others, always seeking to bring the right perspectives to the table.
- **Process orientation:** This person knows that results come from following the steps of a process with persistence and follow-through, and ensuring that details of compliance are handled.

### Role Expectations and Responsibilities

The Director, New Business Development will work to develop partnerships with foundations, bilateral and multilateral organizations to advance The Hunger Project's mission.

This is a full-time position, preferably based in the Washington, DC, office of The Hunger Project, whose Global Office is in New York City. It reports to the Global Vice President for Fundraising and

Communications and will work closely with the Executive Vice President (Strategic Programs and Advocacy), the head of the Global Funding Management Team, and country teams worldwide.

**Key responsibilities:**

- Lead proposal development to drive toward an annual fundraising goal.
- Closely collaborate with country teams worldwide, liaising with program, finance and management to ensure proposals are in line with The Hunger Project's strategic focus and mission; compliant with requirements; and include appropriate costs.
- Lead negotiation with funders to complete partnership agreements; and participate in process to develop internal MOUs to ensure alignment across all stakeholder groups.
- Serve as key account manager on won grants; regularly liaise with program staff to ensure grant compliance; and facilitate financial and narrative reporting.
- Network and pursue new relationships with potential funding partners and opportunities with implementation partners to meet strategic goals.
- Leverage opportunities of preparing proposals and reports to build capacity of global staff.
- Remain current on latest funding trends, policies and opportunities that align with The Hunger Project's mission and approach.

## Benefit Highlights

- Defined contribution for each staff member to be spent on choice of authorized benefits including gold level medical, dental and vision, or toward alternative medical coverage or student loans.
- 20 days paid leave to start, plus 9 holidays and 12 sick days.
- Progressive parental leave: 2 months' full time pay, with 3-month gradual return.
- Flexible work hours and arrangements.
- Retirement plan: gradual vesting in 401(a) Fund over 5 years. Match provided to 403(b) pre-tax Annuity.

## How to Apply

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 our partners at For Impact: [talent@forimpact.org](mailto:talent@forimpact.org).

For Impact | The Suddes Group brings a fresh approach to talent searches. We combine our decades of experience in talent, leadership, and organizational development with our 30+ years helping 5,000+ organizations raise over \$2 Billion. We believe that success lies in the ability to commit to a fundraising model that focuses on sharing the impact that will help drive income to sustain and grow the organization.

## About The Hunger Project.

The Hunger Project is a global non-profit organization whose mission is to end hunger and poverty by pioneering sustainable, grassroots, women-centered strategies and advocating for their widespread adoption in countries throughout the world. We operate in 22 countries with 330 staff and have

mobilized hundreds of thousands volunteer leaders worldwide. Our programs throughout Africa, South Asia and Latin America are based on an innovative, holistic approach, which empowers women and men living in rural villages to become the agents of their own development and make sustainable progress in overcoming hunger and poverty.