



## **POSITION ANNOUNCEMENT**

**Position title:** Manager, Strategic Alliances  
**Category:** Full time position  
**Reports to:** Chief Marketing Officer  
**Location:** Negotiable, with strong preference for San Francisco Bay Area  
**Date:** February 13, 2012

### Introduction

Nearly one billion people – about one in eight – lack access to clean water. More than twice that many, 2.5 billion people, don't have access to a toilet. These are the people Water.org serves. We are a global nonprofit based in Kansas City, MO and around the world working to ensure safe water and basic sanitation for all. We go beyond traditional approaches to clean water and sanitation, focusing on addressing the underlying causes of this global crisis and innovating to deliver large-scale and sustainable change. Co-founded by Gary White and Matt Damon in 2009, Water.org represents the coming together of two organizations - Water Partners International and H2O Africa. Together, these founding organizations have impacted more than 1.1 million lives and transformed thousands of communities in Africa, South Asia, and Latin America. You can learn more at [www.water.org](http://www.water.org).

### Position Summary

The primary purpose of this position is to develop sustainable funding relationships and partnerships with supporters and donors that accrue long-term value to the organization. This individual will regularly represent Water.org to external audiences.

The Manager, Strategic Alliances will collaborate closely with the Office of the CEO and Development team members to develop strategic funding relationships. This position works with the International Programs, Development, and Communications teams to gain depth of knowledge about the organization's work, to identify funding and program needs, to deliver the funding required to achieve annual and three-year program objectives, and to communicate funding needs in a compelling manner that drives revenue generation.

### Key Responsibilities and Qualifications

#### Strategic Planning

- Develop comprehensive development plan and pipeline targeted at donors in the \$250K+ range. Establish a strategy tailored to donor segmentation, including but not limited to corporate, foundation and individual donors.
- Collaborate to develop long-term brand and financial goals and plans that inform development objectives.

#### Fundraising

- Secure financial support from individuals, foundations, corporations and other donor groups. Identify, cultivate, and solicit. Develop proposal templates.
- Develop a strong portfolio of long-term strategic funding partners. This includes prospecting and cultivating new partners as well as growing existing partnerships.
- Oversee funding portfolio and manage fundraising process including but not limited to: prospecting, cultivation, concept note and proposal writing, grant solicitations and progress reports to submit to strategic donors.
- Collaborate with Water.org network, including CEO, board, and strategic supporters to cultivate potential funding relationships.
- Coordinate efforts within Development team and with Director of Strategic Initiatives to ensure optimal outreach and cultivation of donors.

#### Donor Care and Reporting

- Develop funding and expense projections and utilize existing and emerging internal systems and processes to assess, prioritize, and track donors and to clearly communicate updates and forecast.
- Collaborate with Donor Care team to ensure internal coordination and seamless outreach to and tracking of donors and donations.

#### Relationship Building and Communications

- Develop and maintain strong relationships with internal and external stakeholders in order to help achieve organization's overall funding and brand objectives.
- Collaborate closely with Development, International Programs, and Marketing teams to achieve organizational and fundraising goals.
- Collaborate closely with CMO, Development and International Program teams to ensure coordination of funding and programs. Work to develop new programs, enter new markets, or explore new dimensions of Water Sanitation & Hygiene that intersect with interests of strategic donors. This will include trips to project sites with local partners and program staff to ensure exposure to and understanding of the organization's programs.
- Collaborate closely with Grants Manager to support overall fundraising process and proposal and grant deliverables.
- Collaborate with International Programs team to plan and execute site visits for strategic donors.
- Collaborate with Marketing and Development team to develop strategic donor activation plans, incorporating marketing and communications objectives of all constituents.
- Develop and share best of class communications that tell the Water.org story across key constituencies and compel giving. Collaborate with Marketing team to communicate fundraising needs and assist in messaging and collateral development.
- Represent Water.org at selected conferences and convenings.

#### Qualifications

- Minimum 5 years of strategic fundraising experience within an international nonprofit organization; minimum 7 years total fundraising and partnership development experience.
- Proven success in development and fundraising from multiple donor channels, including but not limited to corporate, foundation, and individual donors.
- Demonstrated success at creating and maintaining a minimum \$3MM donor portfolio and pipeline.
- Proven success in relationship-building and donor cultivation and care at a strategic level, including donors at \$1MM+ dollar and multi-year commitment levels.
- Strong project management experience, with emphasis on planning and managing multi-million dollar development projects.
- Demonstrated success in creating powerful, effective written and oral communications for fundraising. Ability to convey complex ideas in simple and compelling terms. Experience and credibility when presenting materials to external audiences.
- Demonstrated success working with a team to reach common goals and objectives. Success in establishing and cultivating strong relationships with peers and across levels.

#### Additional Qualities

- Superior communication skills, both written and oral.
- Exceptional interpersonal and relationship-building skills.
- Exceptional ability to collaborate, communicate and execute across functions and all levels of employees and stakeholders
- Strong team orientation, with emphasis on both learning and sharing skills that will benefit organization as a whole.
- Excellent project management and organizational skills, with detail orientation.
- Willingness to roll up one's sleeves and do what it takes to do the job well.
- Takes initiative, action-oriented, and demonstrates an entrepreneurial spirit.
- Demonstrated flexibility and success in rapidly-changing environments.
- Demonstrated success working remotely and independently.
- Strong analytical and strategic capabilities - quick study. Experience with new and emerging technology to facilitate communication and outreach.
- Experience in international development and knowledge of global water and sanitation crisis preferred.
- Success in both for-profit and not-for profit environments preferred.

BA Required, Advanced Degree Preferred

CFRE preferred

Reporting and Location

This position reports to the Chief Marketing Officer, who is based in Seattle, WA and works closely with the Office of the CEO and team members in development, international programs, and communications, most of whom are based in Kansas City, MO, with others on the east coast. The position is U.S.-based and will ideally be located in the San Francisco Bay Area. The position must be U.S.-based within reasonable proximity to a major airport.

This individual will need to immerse him/herself for three months in Kansas City in order to develop relationships with key Water.org staff and to better understand the organization and its operating philosophy.

**Salary/Benefits**

This position offers full-time benefits, including medical/dental insurance, life and disability insurance, and a retirement program. Salary will be based on education and experience, and will coincide with similar non-profit organizations in international development.

**Application Information**

Please go to <http://careers.water.org> to apply. Resumes will be reviewed as they are received.

**NO PHONE CALLS PLEASE**

**Deadline:** None, Position Open Until Filled.

Water.org is an equal opportunity employer. We do not discriminate on the basis of age, ethnicity, gender, nationality, religious belief, or sexual orientation.