



POSITION ANNOUNCEMENT

Position title: Senior Development Manager, Strategic Alliances

Category: Full time position

Reports to: Chief Marketing Officer

Location: Kansas City, MO (May telecommute regionally from South-East US located within one hour of an international airport.)

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 dedicated to solving the water crisis – in our lifetime. Founded by Gary White and Matt Damon, Water.org pioneers innovative, community-driven and market-based initiatives to ensure all people have access to safe water and sanitation; giving women hope, children health and communities a future. To date, Water.org has positively transformed the lives of nearly a million individuals living around the world; ensuring a better life for generations ahead. You can learn more at www.water.org.

This position will report to the Chief Marketing Officer who is based in Seattle, WA and will work closely with the Office of the CEO, development, international programs and marketing and communications teams. This individual will collaborate closely with internal team members and represent Water.org to external audiences.

Key Responsibilities

- Develop and manage a strong \$4-5M portfolio of long-term strategic donors and partners (in \$250K+ range) to drive and sustain Water.org's revenue growth, brand and global advocacy objectives and to support the expansion of programs and new ventures worldwide.
- Research, identify and develop a comprehensive, long-term development strategy targeted at diverse donor channels (corporate, foundation, individuals, multilateral development agencies, institutions).
- Cultivate new alliances and grow existing partnerships with supporters in the private, public and nonprofit sector in Eastern US and Europe that will deliver upon financial and brand objectives. Engage Water.org network including CEO, board and top executive-level individuals within key partner organizations to develop strategic relationships, partnerships and multi-year funding opportunities for current and emerging program designs.

- Lead broad Water.org team to develop proposals and progress reports for complex partnerships, connecting donor interest to Water.org's in-country programs; includes writing, review and budget integration.
- Manage donor activation, cultivation and care to ensure development of long-term relationships.
- Develop and lead comprehensive strategy to secure a minimum \$2M pipeline of strategic alliances to fund programs in Haiti. Conduct analyses to establish long-term fundraising policy and approach in Haiti. Build and manage key partnerships within Haiti's public, private and nonprofit sectors.
- Develop projections and assess, prioritize, track donor behavior and communicate updates and forecasts. Ensure internal reporting of donor outreach is complete, accurate and timely.
- Research new dimensions of Water, Sanitation and Hygiene (WASH) that intersect with strategic donor interests. Supervise Project Manager for Development.

Qualifications

- Master's in Social Policy or Development or International Relations plus;
- Two years of experience in job offered or as Communication Consultant, Senior Associate or related.
- Past two years of experience must be in the sphere of international development and major gift fundraising within a complex international NGO and must include management of multi-million dollar projects and portfolios.
- 35 % travel to include domestic on the east coast as well as international to Haiti, Europe, South Asia, Africa and Latin America.

Additional Qualities

- Passion for development with focus on audience needs, values and insights.
- Creativity and innovation.
- Demonstrated flexibility and success in rapidly-changing environments.
- Propensity towards action and initiative, balanced by ability to engage and lead team.
- Excellent interpersonal skills.
- Superior communication skills, both written and oral.
- Exceptional ability to collaborate, communicate and execute across functions and all levels of employees and stakeholders.
- Excellent project management skills with detail orientation.
- Willingness to roll up one's sleeves and do what it takes to do the job well.
- Success in both for-profit and not-for-profit environments preferred.

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 nonprofit organizations in international development.

Application Information

Please email resumé and cover letter to Stacy Davis at positions@water.org to apply. Resumés will be reviewed as they are received.

NO PHONE CALLS PLEASE

Deadline: June 24, 2013

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