



Habitat for Humanity International

Director, Resource Development - Haiti

Salary: Internationally Competitive

Location: Port-au-Prince, Haiti

Background

Habitat for Humanity International is a non-profit, ecumenical Christian housing ministry. The purpose and goal of Habitat for Humanity International is to eliminate poverty housing and homelessness from the world, and to make decent shelter a matter of conscience and action.

Habitat invites people of all backgrounds, races and religions to build houses in partnership with families in need. Habitat for Humanity has an Operational Headquarters in Americus, Georgia and an Administrative Headquarters in Atlanta, Georgia, and is a global, non-profit ministry where our employees build futures and lives.

The post

The Director, Resource Development – Haiti provides leadership for HFHI’s resource development initiatives in Haiti, activities and interaction with donors and prospects, ensuring that program-wide benefit/revenue is maximized; This high-profile, influential position directly represents the interests of HFHI’s Haiti resource development programs and contributes to the development division's overall strategy development as well as planning and coordination. This position will be located in Port-au-Prince, Haiti.

This position will serve as the primary development liaison between HFHI’s Haiti office and the development staff at HFHI’s international headquarters to promote open and ongoing information sharing and creative collaboration.

The Director of Resource Development – Haiti will help to establish and encourage the adoption of best practices for HFHI’s Haiti fundraising operations. This will include

recommending and encouraging standardization and adoption of common practices consistent with HFHI policy.

In collaboration with HFHI Headquarters, develop a strategy, structure and process for HFHI Haiti's Foundation, Organization and Institutional fundraising. Coordinate the selection, prioritization and development of Haiti-specific corporate partners, taking the lead on some and ensuring collaboration and strategy integration on others. Develop and monitor international KPI's.

Areas of Emphasis:

I. Resource Development

- The largest sums for Haiti are likely to be found through bilateral and multilateral institutions, especially USAID and the Haiti Reconstruction Fund (Multilateral Fund) administered by the World Bank. These sources can be cultivated in Haiti and at the HQ level.
- Large sums may also become available through INGO partnerships, where INGOs such as ARC or CRS need assistance either spending resources or producing results for their donors.
- Some major foundations and high net worth individuals may be formulating responses to the crisis in Haiti, however, limited prospecting has been done to date.
- As programming in Haiti matures exploration of Program Related Investments may be appropriate to support housing microfinance activities.

II. Strategy

- Leverage experience of senior-level staff in Haiti as well as HFHI Headquarters to network and build relationships with major donors, corporate leaders and FOI leaders.
- Build fundraising networks on the ground in Haiti by taking leadership roles locally within the humanitarian community (program, advocacy, etc.)
- Lead ongoing prospecting activities through use of technical and informal processes from HQ and HFHI Haiti to build the list of potential donors.
- Cultivate individual and corporate revenue sources of revenue by working closely with major gifts and corporate development officers abroad.
- Use existing funding as medium for building relationships – strong reporting, donor meetings, release of public documents, accumulation of research and evaluation data can all add to the dialogue.

Candidate requirements:

Bachelor's Degree; Master's Degree preferred

- At least ten years of international fundraising and field experience
- At least five years direct management experience
- Strong knowledge of fundraising, fundraising strategy, process, and management
- Strong personal leadership abilities and a highly collaborative demeanor.
- Strong background with the workings of multilateral and bilateral institutions, as well as major INGO/humanitarian actors; some knowledge of/experience with corporate and major donors preferred
- Willingness to travel in the US and Europe to speak on behalf of HFHI Haiti programs
- Strong speaking skills that will allow this person should be able to support Habitat Haiti's National Director, as well as HFHI's Director of Operations – Haiti, as speakers on behalf of HFHI Haiti programming.
- Knowledge of or experience with HFHI is a plus
- Virtual team or matrix management experience is preferred
- Outstanding oral, written communication skills - analytical, persuasion, mediation
- Ability to prioritize, manage multiple projects with variable deadlines
- Excellent team building, leadership and organizational skills

Working Environment

Office setting in post-disaster environment that may involve difficult and stressful conditions (unstable conditions, irregular travel conditions and transportation means, etc). The position involves up to 30% travel.

To apply

To apply online please visit <http://www.habitat.org/cd/hr/jobsDetail.aspx?pid=37209>

Please cut and paste your cover letter and resume into the Habitat for Humanity applicant tracking system, when applying.

HFHI is an equal opportunity employer and seeks to employ and assign the best qualified personnel for all our positions in a manner that does not unlawfully discriminate against anyone because of race, color, religion, gender, marital status, age, national origin, physical

ormental disability, sexual orientation, veteran/reserve national guard status, or any other status or characteristic protected by law.