



## Job Announcement

### Senior Director, Global HNWI

<b>Location:</b>	New York, USA, London, UK and in other countries where the IRC is registered.
<b>Reports to:</b>	Vice President, International Development
<b>Department:</b>	Global Partnerships and Philanthropy

#### **Background/IRC Summary:**

The [International Rescue Committee \(IRC\)](#) responds to the world's worst humanitarian crises and helps people to survive and rebuild their lives. Founded in 1933 at the request of Albert Einstein, the IRC offers lifesaving care and life-changing assistance to refugees forced to flee from war or disaster. At work today in over 40 countries and 28 U.S. cities, we restore safety, dignity and hope to millions who are uprooted and struggling to endure. The IRC leads the way from harm to home.

IRC's Global Partnerships and Philanthropy (GPP) department is responsible for the global delivery of the International Rescue Committee's private sector resources (financially contributing circa USD200m per annum, as well as key partnerships and influence that support our mission), and plays an important strategic role in the creation of IRC's brand, awareness and support for its advocacy goals.

The IRC's strategy centers on its ambition to continue to improve the scale and effectiveness of IRC programs worldwide with evidence of what works best to impact people's lives in conflict and fragile settings. GPP comprises colleagues and teams delivering marketing, account management, leadership gifts, board liaison, corporate partnerships, brand stewardship and communications to support this work.

The IRC's International Development Unit, a part of the Global Partnerships and Philanthropy Department, leads on the Organization's engagement with high-value private-sector stakeholders globally (corporations, foundations and individual philanthropists).

#### **Job Overview/Summary:**

The Senior Director, Global High Net Worth Individuals on the International Development team will be responsible for the overall planning, development and implementation of the IRC's global private sector high net worth individual giving strategy in line with the global private sector strategic plan. They will lead the International Development team into new markets globally and be responsible for meeting a HNWI fundraising

goal. The incumbent will drive revenue growth and oversee IRC's efforts to leverage the influence of the philanthropic community to positively impact the lives of those we serve.

**Major Responsibilities:**

- Develop an overall Global strategy and direct the achievement of ambitious revenue results from the HNWI sector in new markets (outside of the U.S.);
- Develop and implement a strategy to enter new global markets and expand the IRC's fundraising presence around the world;
- Establish and manage meaningful relationships with HNWI, leading to transformative gifts to support the work of the IRC;
- Participate in and organize high profile events to expand networking opportunities for HNWI;
- Identify and implement short term and long term HNWI giving strategies, including staffing needs, budget requirements, and income growth projections;
- Liaise with the President's Office and Leadership Board to further relationships with prospects and donors as appropriate;
- Provide data-driven reporting on above objectives to Vice President and IRC Leadership;
- Lead and support the International Development team's efforts by personally cultivating and soliciting high-level, high-impact partnerships that call for a level of seniority/technical competence where director-level participation is relevant and appropriate;
- Inspire, motivate and challenge the International Development team through active mentorship, fostering an environment that supports new ideas and innovative approaches to partnership development and relationship management;
- Conceive and deliver appropriate innovations that keep the IRC's proposition stand-out and relevant;
- Lead and drive the development and success of a consistent global "one team" approach to the strategic relationship planning and other organized groups, towards maximizing the impact of those partnerships in support of the IRC's mission and mandate, while respecting internal IRC management/reporting structures;
- Partner with the VP, Development to set annual, and more regular, goals and key outcomes for HNWI efforts;
- Collaborate with IRC senior leadership to develop an overarching vision for global HNWI support at the IRC, articulating that vision to key constituencies in order to encourage and develop a cross-functional, multi-location culture of effective and innovative engagement;
- Identify HNWI market and partnerships trends and competitive strengths and weaknesses to inform HNWI giving strategy and the wider GPP Department's approach to external engagement.

**Job Requirements:**

**Education:** Bachelor's degree required; master's degree a plus.

**Work Experience:**

Minimum 10 years **International** experience in fundraising, planning and strategy. The last 5 years being at a senior level, where organizational growth and impact can be clearly and directly attributed. Preferably leading a high performing team within an INGO or UN Agency.

### **Demonstrated Skills and Competencies:**

- Ability to lead, motivate and develop a high-performing, complex global team;
- Ability to define and implement critical near-term and long-term revenue generation strategies concurrently;
- Ability to translate broad vision and strategies into specific objectives;
- Experience of complex relationship development and management in a global context;
- Strong, persuasive and compelling interpersonal skills with the ability to communicate effectively
- Strong comprehension of humanitarian sector actors and trends;
- Strong skills collaborating with multiple and diverse stakeholders across the organization;
- Understanding of and experience of communications strategies in support of income generation and broader stakeholder engagement
- 10+ years professional experience leading and building the infrastructure of a global HNWI revenue program;
- Proven successful track record of cultivation, solicitation, and management of high-yield, high-value HNWI relationships with an international focus;
- Non-profit and/or international humanitarian aid experience a plus.

### **Working Environment:**

This role may require working remotely full or part time (i.e., telecommuting). Applicants must have a home or alternate workspace they can effectively complete their work from during regularly scheduled hours. The IRC and IRC workers must adhere to the values and principles outlined in IRC Way - Standards for Professional Conduct. These are Integrity, Service, and Accountability. In accordance with these values, the IRC operates and enforces policies on Beneficiary Protection from Exploitation and Abuse, Child Safeguarding, Anti Workplace Harassment, Fiscal Integrity, and Anti-Retaliation.

### **How to Apply:**

To apply for the post, please send a letter of application stating the skills and approach that you would bring to the post, and your suitability for this role, along with your CV/resume (no photos) in English in strict confidence BY EMAIL ONLY to [zoeoldham@darylupsall.com](mailto:zoeoldham@darylupsall.com).

Please ensure that they are sent as Word or PDF documents with the titles "your name cover letter" and "your name CV". Please put "**IRC – Senior Director, Global HNWI**" in the email subject line and please state how you found out about the job announcement.

**Deadline for applications: Friday 30<sup>th</sup> August 2019, 18:00**