

Job announcement



Director, Faith Based Giving & Membership

Location:	New York, NY – Geneva, Switzerland – Bangkok, Thailand or Kuala Lumpur, Malaysia.
Reports to:	Senior Director New Business
Contract type:	Full time employment contract
Department:	International Philanthropy & Partnerships (IPP) within the External Relations (ER) department
Salary:	Competitive salary with interesting benefit package – please ask the recruiter in charge, as salary is dependent on location.

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. 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.

The External Relations (ER) department is comprised of four complementary functions: Private fundraising, Mobilization & Marketing, Policy & Advocacy and Operations & Analytics. To enable IRC to deliver our Strategy100 commitments, the ER department has established a bold new approach that will improve our ability to raise diverse and flexible funding, while raising our profile and influence. The ER team is international, with colleagues in more than 10 offices globally.

The International Philanthropy & Partnerships (IPP) team falls under ER and is comprised of global colleagues, delivering account management, philanthropy, board liaison, corporate as well as trust and foundation partnerships to support IRC's national fundraising strategies.

Position Summary

The Global Leads New Business Development is a new team in IPP that has been developed to proactively and holistically generate and create new global high value funding opportunities for the IRC.

The Director, Faith Based Giving and Membership position is an exciting new role in this team, focusing on developing and leading a global strategy to maximise engagement and income from Faith Based and membership-based organisations. The IRC has decided to make this area of collaboration a strategic priority in order to diversify funding streams and influence global partners and markets. The Director will investigate, build, and pursue new strategic funding partnerships with such partners to ensure lasting long term flexible funding and support for our programs and clients.

Major Responsibilities

- Lead IRC's efforts with faith-based and membership-based giving organisations globally, across a broad spectrum of world faiths.
- Develop the long-term global strategy to expand IRCs engagement with faith based and membership for the pursuit of these opportunities and secure the necessary consensus, including the development of appropriate systems and processes to ensure the securing and sustainability of such funding.
- Build and lead a pipeline of new opportunities for faith -based philanthropy and membership funding including, identifying top prospects, developing concept notes, research and developing the business case for senior leadership.
- Implement new appropriate stewardship, cultivation and engagement plans and modalities and pursue these opportunities, while coordinating with internal stakeholders to ensure smooth delivery of objectives.
- Develop fundraising plans and ideas and manage negotiations with external parties.
- Become the go to person for all things faith based and membership related internally and use external network to also generate opportunities for other teams within IRC

Position Requirements

- Advanced degree (MBA, Religion, Economics, Marketing, Fundraising etc.) and at least 8 years relevant experience.
- Experience of successfully working with and building faith-based giving, membership-based funding programmes/models
- Knowledge of diverse faiths, faith based and global fundraising landscape and existing relationships with faith-based and membership organisations
- Experience in cultivating high value gifts and developing private fundraising strategy
- Outstanding communication, presentation, and organizational skills
- Expertise in project management with multi-faceted funding arrangements.



- Proven ability how to reconcile the needs of the IRC with those of a partner, including working with technical departments and stakeholders
- Passionate about IRC's mission.

How to apply

To apply for the post, please send a letter of application stating the skills and approach that you would bring to this specific post along with your resume/CV by email to Karem Armstrong at karem@darylupsall.com.

Please ensure that documents are sent with the titles "**your name cover letter**" and "**your name CV**" and state "**IRC- Director Faith Based Giving**" in the email subject line. Please do let us know, in your covering email, where you found out about the post.

This position will be evaluated in a rolling process, please apply as soon as you can.

Final deadline for applications: Sunday 25th July 2021

IRC is an Equal Opportunity Employer. IRC considers all applicants on the basis of merit without regard to race, sex, color, national origin, religion, sexual orientation, age, marital status, veteran status, disability or any other characteristic protected by applicable law.

Standards of Professional Conduct: The IRC and IRC workers adhere to the values and principles outlined in IRC Way - Standards for Professional Conduct. These are Integrity, Service, Equality 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.

Daryl Upsall International actively promotes equality, diversity and inclusion. In recruiting candidates, we seek candidates with the proven skills required, irrespective of race, gender, religion or belief, age, disability or sexual orientation.