

Job announcement



Director, New Business Development

Location:	New York, NY or remotely from London, UK or Geneva, Switzerland
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 an ambitious 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.

Position Summary

The IRC has an exciting new opportunity to drive global new business development, in a brand-new role and inaugural pillar for IPP, that is essential to the advancement of our aspirational high-value (HV) goals and vision. Today, high-value income makes up for more than two-thirds of the Organization's private-

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

The ideal candidate is a seasoned HV fundraiser, who has experience securing HV gifts, cultivating opportunities, and is relationship-centric and entrepreneurial in nature. They will have existing key relationships and networks with HV audiences (corporates, foundations, and/or HNWI) in international markets, and can identify, nurture and pursue global new business opportunities. The Global Lead could jump on a plane, map out an opportunity, secure money and really thrives in this type of environment!

Major Responsibilities

- Leverage relationships and networks to develop new seven figure plus HV funding partnerships for the IRC in international markets
- Lead and develop a global HV new business outreach strategy for their portfolio and develop a pipeline for global HV new business development
- Work collaboratively with IPP, HV teams, External Relations and other relevant internal IRC stakeholders in line with the 'best teams approach' principles for partnership development
- Oversee the holistic development of HV engagements and establish collaborative working relationships with donors and key partners;
- Map and research opportunities, donors and partners, including analysis of donor key donor and market trends, identification of donor priorities, and IRC's unique selling points.
- Develop and lead donor engagement plans to reach senior decision makers with a range of prospects;
- Negotiate global partnerships, including leading the contracting process;
- Act as the focal point on behalf of IPP on market development mapping and assessment; drive fundraising relationships in key select markets on behalf of IPP.

Position Requirements

Education:

- University degree in Business Administration, Economics, Communications, International Relations, Finance or other field relevant to the IRC;

Work Experience:

- Successful track record securing seven figure plus HV partnerships across the following income streams: corporations, foundations, HNWI;
- 8 or more years' experience with corporate, foundation, or HNWI partnerships' fundraising techniques, including acquiring financial support for projects and securing large donations;
- Existing key relationships and networks with HV audiences (corporates, foundations, and/or HNWI) in international markets

- Consistent record of negotiating and securing large corporate/foundations/HNWI partnerships;
- Understanding of how to reconcile the needs of the organization with those of the private sector partner;
- Ability to explain complex issues to donor prospects and present the organization in an engaging and concise manner;
- Excellent digital literacy (MS Word, Excel and PowerPoint, etc.);
- Excellent communication skills with good interpersonal and negotiation skills.
- Knowledge and interest in humanitarian and international development work;
- Multiple languages a plus.

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 Kareem 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- New Business Director”** 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 24th October 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.