

Job announcement



Director of Development

Location: Remote flexible location in the USA, Canada, or Europe.

Hours: Flexible work environment. 20 hours per week arranged according to candidates' preference with availability for core office hours to be confirmed. Also potential for full time role.

Contract Type: Part-time/full-time, permanent or consultants' contract.

Salary: The base salary for the position is \$150,000 - \$180,000 (pro-rata for part time), which will be adjusted based on the candidate's cost of living in the city/country in which they reside.

Work Permits: While the Together for Girls secretariat is headquartered in the United States and the majority of the team resides in the U.S. at this time, it does not have the ability to offer work visas or other visas to any non-U.S. citizen team members. The candidate must have the ability to legally work in the country where they reside, either as a consultant or as an employee for Together for Girls.

Background

[Together for Girls](#) is a global partnership working to end violence against children and adolescents, particularly sexual violence against girls. The partnership pays special attention to the gendered dimensions of violence, and its impact on health, education, and human rights. We envision a world where every young person is safe, protected and empowered.

Founded in 2009, the Together for Girls partnership includes more than 20 national governments across sub-Saharan Africa, Central and South America, Southeast Asia, and Europe, as well as civil society organizations, UN entities, development partners and the private sector. Our collective work uses an innovative three-pronged model based on data, advocacy, and action.

The partnership is supported by a small secretariat team of eight U.S.-based team members, and three international team members. To further our work, we are seeking to recruit our first ever Director of



Development that will join a team of people deeply committed to the cause of ending violence against children and lifting up survivors' voices.

Role Context

The Director of Development will report to the CEO and will be a key member of the senior leadership team. The incumbent will plan, organize, and lead global fundraising from foundations, trusts, major donors and bilaterals and will set and meet global fundraising targets with the aim of raising at least \$2 million each year through new funding opportunities and by working with our existing donor network.

Responsibilities

- Develop and implement a multi-year global fundraising strategy to diversify and grow income streams supporting Together for Girls' mission and its long-term goals, fiscal health, and organisation-wide priorities.
- Develop and nurture relationships with existing and potential donors and secure contributions from global foundations, trusts, major donors, and bilateral donors.
- Analyse and map existing prospect research to develop a robust donor pipeline.
- Manage a resource development prospect pipeline to provide accurate revenue projections and utilize performance benchmarks and data to drive business intelligence, analysis, and forecasting.
- Collaborate with Together for Girls team members to package Together for Girls' work in a way that aligns the organizations' core organizational strategies with changing donor strategies and landscape.
- Create and maintain the operational systems required to manage donor cultivation, stewardship, and research to ensure efficiency, effectiveness, and alignment with grant/funding guidelines.
- Help to position and raise awareness of Together for Girls among peers, donors, and other audiences by representing the organisation and participating in sector networks.

Candidate Profile

The ideal candidate will be a passionate and effective senior fundraiser who can engage with donors at all levels and is driven by the opportunity to further develop Together for Girls to end violence against children and adolescents. The successful candidate will be responsible for enabling the organisation to achieve its ambitious income targets to help protect our life-changing work.

Desired Skills and Knowledge:

- The ideal candidate will have a minimum 10 years of experience in increasingly responsible positions in fundraising and non-profit management building new donor bases and directing and coordinating the identification, solicitation, and stewardship of funds.



- Demonstrated success in raising significant gifts (\$100,000+) from foundations, trusts, major donors, and institutions, from USA and international sources.
- Demonstrated experience in gauging organizational capacity to implement and successfully achieve donor deliverables and desired impacts.
- Institutional knowledge and experience working with Together for Girls' partners is a huge plus given the complexities of the partnership.
- A deep understanding and commitment to diversity, equity, and inclusion and the ability to work effectively with people from diverse racial, ethnic, class, age, abilities, gender, and sexual orientation backgrounds.
- High level written and oral communications, interpersonal and presentation skills.
- Entrepreneurial approach to building fundraising programs.
- Highly sophisticated and enthusiastic relationship and network-builder that is diplomatic, analytical, trustworthy with personal and professional integrity.
- Experience of developing, networking, and enhancing philanthropic relationships at high giving levels.

Languages:

- Must be fluent in both verbal and written English.
- Language proficiency in Spanish, French and/or Swahili is a plus but not required.

Culture and Values

Together for Girls team seeks to create a courageous, inclusive, and flexible culture that empowers our staff to have the capacity and ability to deliver change. We strive to build and maintain psychological safety, trust, and accountability among team members in order to foster honesty and openness about our needs and challenges while also prioritizing self-care. We are a small, ambitious team that punches way above our weight and are proud of our work environment that is based on the values of respect, courage, empathy, agility, and collaboration. This is coupled with a strong commitment to diversity, equity and inclusion that underpins our work.

How to Apply

To apply for the post, please send a letter of application stating the skills and approach you would bring to the role, along with your CV/resume in English, to Zoe Oldham at zoeoldham@darylupsall.com. Please ensure that documents are sent with the titles "**your name cover letter**" and "**your name CV**" and state "**Together for Girls - Director of Development**" in the email subject line. An applicant's pack is available at the same email address.

The deadline for application is Sunday 14th November 2021

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.