



Hope for Haiti's Mission Statement: To improve the quality of life for the Haitian people, particularly women and children.

Brief Organizational Summary: Hope for Haiti is an innovative and creative international development organization that has been working in Haiti for 36 years. The organization partners with private donors to create community-based sustainable change through a grassroots and strategic holistic approach. Hope for Haiti is an action-oriented and fast-paced organization that believes in partnership solutions to poverty alleviation. Hope for Haiti's vision for the future is one of strategic growth in creating healthy, sustainable communities. Hope for Haiti has a distinguished and well-established Board of Directors that provides the organization with strong governance, oversight, and strategic direction. Building upon the organization's proven track record of success, Hope for Haiti stays true to its mission and founding principles, while offering a dynamic and supportive work environment. For more information about Hope for Haiti, please visit www.hopeforhaiti.com.

Position Title: Director of Philanthropy - Northeast

Location: Stamford, CT (hybrid)

Position Description: Hope for Haiti is seeking an results-driven and mission-oriented Director of Philanthropy - Northeast to lead and expand our major gifts program, donor acquisition, and corporate and foundation partnerships across the region. This role is responsible for securing a minimum of \$500,000 annually and is a key driver of fundraising strategy and execution in Connecticut, New York, and throughout the Northeast.

The ideal candidate is a fundraising expert with a proven track record in moves management, major gift solicitation, partnerships, and community-building. This role will be instrumental in diversifying and growing our donor base, engaging new prospects, and strengthening long-term partnerships to advance Hope for Haiti's mission. Additionally, this role involves conducting donor research, managing relationships, stewarding both small and large in-person events, and overseeing timelines and reports for our funders and partners.

This role is based in Stamford, CT, and is a work-from-home position with the understanding that 2+ days per week (on average) should be spent outside the home at meetings. Occasional travel to Hope for Haiti events will be required.

Position Duties and Responsibilities:

Reporting to the Chief Development Officer, the Director of Philanthropy - Northeast will have the following primary job responsibilities (and other duties as necessary):

1. Donor Base Stewardship & Expansion (70%)

- a. **Achieve Fundraising Goals:** Secure a minimum of \$500,000 annually through donor cultivation, special event revenue, corporate sponsorships, private foundations, and new partnerships in Connecticut, New York, and throughout the Northeastern U.S.
- b. **Research and Qualify Prospective Donors:** Identify, cultivate, solicit, and steward a portfolio of individual, corporate, and foundation donors to advocate for and support Hope for Haiti's mission.
- c. **Serve as Point of Contact and Representative:** Act as the primary point of contact for all donor inquiries in the Northeastern U.S., and represent Hope for Haiti at networking events, conferences, and donor meetings to enhance visibility and attract new funding opportunities.
- d. **Expand and Enrich Donor Relationships:** Enhance and grow existing donor relationships, through direct communication and personal meetings.
 - i. Implement structured moves management strategies to cultivate, solicit, and steward donors effectively.
 - ii. Create customized engagement plans for high-value donors to enhance retention, increase gift size, and deepen commitment to the mission.
 - iii. Develop meaningful recognition opportunities and reports to showcase donor impact.
 - iv. Utilize Salesforce and data-driven insights to track donor progress and optimize fundraising strategies.

2. Special Event Support (20%)

- a. **Plan and Execute Events:** Assist in planning and executing both small and large-scale special events within the region, ensuring they align with Hope for Haiti's mission and fundraising goals.
- b. **Coordinate Major Event Committees:** Develop, steward and coordinate the volunteer Event Committee program for major Hope for Haiti events within the region.
- c. **Engage Attendees:** Facilitate engagement with event attendees, including donors, partners, and volunteers, to foster lasting relationships and support.
- d. **Monitor and Report Outcomes:** Track event performance metrics, gather feedback, and prepare post-event reports to evaluate success and identify areas for improvement.

3. Administrative and Collaboration (10%)

- a. **Documentation and Record-Keeping:** Maintain accurate and timely records of donor interactions, contributions, and event details in the organization's Salesforce database.

- b. **Report Preparation:** Assist in the preparation of regular reports on fundraising progress, donor engagement activities, and event outcomes for internal and external stakeholders.
- c. **Team Coordination:** Facilitate effective communication and collaboration within the development team, ensuring alignment of efforts and sharing of best practices.
- d. **Meeting Support:** Organize and coordinate donor meetings, including scheduling, agenda preparation, and note-taking.
- e. **Cross-Departmental Collaboration:** Work closely with other departments, such as Programs, Communications, and Finance, to ensure cohesive strategies and effective implementation of initiatives.

Education, Skills & Experience:

As a prerequisite, the successful candidate must believe in the core values of Hope for Haiti and be driven by the mission and vision.

- A Bachelor's Degree (Master's preferred) in International Development, Public Policy, Sociology, Business, English or a related discipline, or a combination of education and relevant work experience
- 5 – 7 Years' experience in a Nonprofit Development/Donor Experience role
- Demonstrated experience in building relationships and generating revenue from a portfolio of corporations, foundations, and individuals.
- Experience organizing events and managing volunteers or teams.
- Ability to work in a fast-paced and growing environment
- Exceptionally well-organized and has a strong ability to prioritize
- Extremely computer/technology literate (PC & MAC Products)
- Social media experience and familiarity with building a personal professional brand
- Professional in appearance, demeanor, and leadership
- High level of donor service
- Ability to adapt to and make level-headed decisions in stressful situations
- Excellent written, oral, and interpersonal communication skills
- Creative problem-solving skills
- Willing to travel internationally with the proper documentation and authorization to travel freely between the United States and Haiti
- Excels at working independently, exercising good judgment and taking initiative

Compensation:

- Salary range: \$80,000 - \$95,000 DOE
- Generous benefits package including medical, dental, life insurance, paid time off, etc.

PERSONAL CHARACTERISTICS THAT ALIGN WITH CORE VALUES

Resiliency

- Ability to respond appropriately and sensitively to cultural differences as they arise among the organization's service population

- Flexible, adaptable, patient and accepting of the fact that Hope for Haiti and its activities are constantly evolving in line with its resources and goals.
- Ability to adapt to and make level-headed decisions in stressful situations
- High energy and strong physical condition, including but not limited to the ability to hike distances over 5 kilometers and lift at least 30 lbs over the shoulders

Empower

- Ability to conduct and participate in staff meetings and strategic planning professionally and to represent Hope for Haiti's mission to team members and colleagues

Accountable

- Excellent organizational skills and ability to prioritize assigned tasks.
- Personal commitment to the mission and vision of Hope for Haiti and a desire to help the most vulnerable population
- Maintains the highest level of confidentiality with sensitive information

Collaboration

- Ability to effectively work with a team
- Ability to resolve interpersonal conflict while preserving a team-oriented outlook

Hope

- A shared belief that there is always a pathway to improvement despite the challenges that lie ahead.
- Positive outlook and ability to work through difficult situations knowing that it's possible to achieve desired outcomes.

APPLICATION PROCESS

Hope for Haiti is currently accepting applications. Interested candidates should apply [here](#).

PROTECTION ACKNOWLEDGMENT

HFH prohibits all forms of abuse and exploitation towards children and vulnerable adults. As a professional candidate, you commit to adhering to the organization's policy on protection, rights and dignity of children and vulnerable adults and to safeguard them from abuse and exploitation as defined in HFH's Safeguarding Policy.

Our safeguarding measures include:

- Mandatory safeguarding training for all employees and partners.
- Mandatory self-disclosure during recruitment process
- Accessible and confidential reporting channels for any concerns or incidents, ensuring prompt and thorough investigations.
- Regular reviews of our safeguarding policies to ensure they meet the highest standards.

By applying for this position, you acknowledge and agree to our safeguarding policies and practices.

Thank you for your interest in Hope for Haiti!
To learn more about us, please visit www.hopeforhaiti.com