

Development Manager / Director Soft Power Health

You're an experienced and successful fundraising professional, looking for **lots of autonomy and flexibility**, and **zero office politics** in your next assignment.

You're also looking for a mission you can **feel**. An organization where you are **needed**. And where **your contribution quite literally saves lives**.

If this sounds like you, we'd like to introduce you to **Soft Power Health**. After 20 years of successful operation and fundraising driven by our Founder, we're hiring our first Development guru.

Soft Power Health works to ensure that rural families and children in **Uganda** have access to quality medical care and health education. Last year, **we provided direct treatment to more than 40,000 Ugandans at our health clinic**, and reached another 20,000 people through health education and prevention programs for malaria, family planning, malnutrition, domestic violence, and organic gardening. We'll reach another 60,000+ in total this year.

We are one of the most efficient healthcare organizations operating in Africa, providing high-quality health services at a very low cost per patient. Donors love that, and you will, too. Your work will have deep meaning, and donors enjoy high impact with their gifts. A win-win.

You can learn more about our work at **www.softpowerhealth.org**.

Working in partnership with the Executive Director, staff, and Board, the Development Manager will be a critical element of our team, and the organization's future. Success in this position will ensure that Soft Power Health is positioned for long-term sustainability, and that tens of thousands of under-served Ugandans will have access to critical healthcare services for many years to come.

Our Westchester County-based team is lean and donor-friendly, and this is a **contract position**. That said, you will be treated as a vital partner in the work, and enjoy **paid time-off** as you have in the past. After six months of promising work, you will also receive a **generous monthly stipend** to help pay for your own health insurance coverage.

This is a remote position, and the core of our donor base is in the **New York City metro area**. Our candidate will need to reside in this area, and have regular access to a car.

Your schedule will be yours to design as best fits your life, as long as the work gets done and funding is meeting targets. So, you need to be someone who 1) loves flexibility, and 2) knows how to hold yourself accountable within that flexibility.

If you're looking to put your considerable skills to work, in direct benefit of those in great need, in an assignment with great autonomy and impact, we'd love to hear from you.

Please email your cover letter and updated resume to: recruit@softpowerhealth.org. You can also send any questions you may have to the same email address.

General Responsibilities

- Work with the Executive Director to be a passionate and effective advocate for Soft Power Health, its mission, and beneficiaries.

- In partnership with the Executive Director, cultivate relationships with individual donors, foundations, and corporate partners to sustain and expand the SPH donor base and annual revenue.
- Ensure proper stewardship of existing donors to maximize long-term engagement and support.
- Work with SPH staff to ensure proper receipt and prompt acknowledgement of all gifts. SPH utilizes DonorPerfect as its donor database.
- Identify potential grant funding, and work with Executive Director and staff to plan, write, and submit proposals. Coordinate required reporting to grant funders.
- Work collaboratively to align fundraising efforts with organizational messaging and initiatives.
- Provide input on organizational planning and decision-making processes related to fundraising.
- Provide regular, simple reporting of fundraising progress as requested by the Executive Director.
- Meet regularly with the Executive Director and/or staff to discuss progress and other business.
- Carry out all work within established budgets.

Annual Fundraising

- Develop and execute comprehensive fundraising strategies to achieve an annual target of \$500,000+ in operating funds.

Endowment Building

- Work closely with the Executive Director and Board to create an effective, long-term strategy for a \$20M endowment campaign.
- Execute the campaign strategy to successful completion.

Capital Projects

- Assess and prioritize potential capital projects in consultation with the Executive Director.
- Plan and execute targeted fundraising campaigns to secure funds for identified capital projects.

Qualifications:

- Ideally, 5+ years of successful experience in fundraising, with a proven ability to meet fundraising targets.
- Experience in healthcare, human services, or international aid fundraising is preferred, but not required.
- Must be self-directed, and motivated to achieve goals by working independently.
- Some experience in Planned Giving initiatives is a plus.
- Strong interpersonal and communication skills, with the ability to clearly and passionately articulate the organization's mission and impact.
- Demonstrated success in building, managing and stewarding donor relationships across all donor categories.
- Familiarity with the philanthropic landscapes both in the United States and in international aid is a plus.
- Must have a valid driver's license and full-time access to a car. Must reside in and be willing to travel throughout the NYC Metro Area on a regular basis. No overnight travel required, however. Travel-related expenses (fuel, etc) will be fully reimbursed.

Salary Range: \$80,000-\$90,000 annually

How to Apply

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Thank you, and we look forward to hearing from you!