



About NetHope

[NetHope](#) enables humanitarian and conservation organizations to better serve people and places throughout the world through digital and data technologies and partnerships. Working at the intersection of the international NGO sector, private business and digital innovation, NetHope is a Membership organization currently serving over 60 leading humanitarian, development, and conservation organizations around the world. NetHope empowers [our Member organizations](#) to collaborate, innovate, and leverage the full potential of information and communications technology to support their work in 190 countries. NetHope and our Members partner with over 50 of the world's leading technology firms to create innovative solutions to existing and emerging challenges, and to reimagine how technology can improve our world.

The Opportunity

This is an exciting time at NetHope as the organization rounds a very successful 20th Anniversary year and has secured new, multi-year funding in support of a range of programming. The Senior Director (SD) of Partnerships and Development will report into the CEO of NetHope and will work in close collaboration with the Senior Leadership Team (SLT) program leaders in Member service, international field programming, and our corporate engagement portal, the Center for the Digital Nonprofit, to develop, steward, and grow a diverse portfolio of income from a range of institutional, corporate, philanthropic, and government sources to support the next generation of NetHope's work.

Senior Director of Partnerships and Development

NetHope is seeking an entrepreneurial, hands-on and experienced development professional to build on recent fundraising success and lead our fundraising team as SD Partnerships and Development. Successful candidates will be team builders as much as income builders, and have a track record of growing diverse, seven figure income streams, stewarding lasting relationships with donors and increasing income from those donors over time. Competitive candidates will have demonstrative ability to work across the spectrum of institutional funding, as well as experience with individual philanthropy. NetHope raises funds from the full spectrum of institutional partners today, and is building a more systematic approach to individual philanthropy over the next two annual budget cycles.

The SD Partnerships and Development will power NetHope's mission by leading and managing the organization's external fundraising program. Responsibilities will include taking part in annual planning and budgeting with the SLT, program directors and others to develop investable programming and annual income targets on a regular cycle, partnering across the programmatic teams of NetHope to engage subject matter experts in proposal development support, working with Member and corporate partner teams to learn the modes of working within and across the community, and helping shape collaborations that

result in fundable programming with measurable impact. The Senior Director of Partnerships and Development will own the fundraising prospecting and pipeline, working with the CEO and SLT to meaningfully engage and motivate foundations, corporations, and donors to meet or exceed NetHope's annual development goals.

A key responsibility of the role will also be to oversee NetHope's external communications team. A new Director of Communications will report into the SD Partnerships and Development. These two roles will work alongside the CEO, SLT and others to build on NetHope's 20 years of brand reputation as a global peer learning and Member service organization, and a locus of digital leadership in programming and partnerships for high impact humanitarian and conservation outcomes. Together the SD Partnerships and Development, Director of Communications, and the Senior Leadership Team will position the NetHope brand for its next 20 years of Member service and human and environmental impact.

NetHope is a fast-growing organization. In the near term, the SD Partnerships and Development will be very hands-on with all the basic elements of institutional fundraising leadership and support in a lean, focused organization: researching funding trends, prospecting and qualifying leads, writing concept notes and grant and donor proposals for program development with NetHope staff. Day-to-day time management will be split between internal coordination and external prospecting and outreach. Over the coming 1-2 years, the Senior Director of Partnerships and Development will work closely with the CEO and senior leadership to grow and lead the fundraising team that will help carry NetHope successfully into its next 20 years of impact.

Specific responsibilities include:

Development

- Provide primary leadership for the organization's institutional fundraising targets while laying the groundwork for an expanded fundraising team that will include individual philanthropy.
- Support and work alongside the CEO's and SLT's efforts in outreach, networking, and cultivating relationships with institutional and individual donors.
- Work closely with the CEO, staff, board and others to create, capture and project strong funding and engagement opportunities to a diverse set of funders.
- Own the pipeline and work closely with the Chief Administrative Officer on establishing and managing ambitious targets.
- Work alongside the Senior Leadership Team, helping steer the strategic direction of the organization and prepare it for its next 20 years of growth.
- Work with program leaders, NetHope Member relationship managers, and subject matter experts, develop technically grounded concept notes, cultivation, stewardship and communication materials.
- Identify and cultivate current and prospective funders as strategic partners.
- Oversee the Development data management systems, ensuring the visibility and accuracy of relevant fundraising related opportunities and obligations.
- Attend to all required communications activities and performance reporting of donations and grants.
- All other activities as required to support NetHope in meeting its funding goals.

Communications

- Oversee an experienced Director of Communications, helping that person to shape NetHope external messaging and communications in ways that promote service to and collaborations with NetHope Members, uplift NetHope's leadership in digital, data and partnerships in the humanitarian and conservation arena, and that build visibility with funders and key stakeholders
- Support the Director of Communications in building an effective team of professionals and stable of consultants

Qualifications:

The Basics

- The ideal candidate is a proven leader of new fundraising initiatives, strong strategic thinker and team player, with a successful track record of managing and delivering successful multi-million dollar grants and philanthropic gifts from a variety of sources, particularly foundations, corporate foundations, government and individuals.
- Possessing an understanding of and interest in technology as an enabler and an accelerator of impact in the nonprofit sector.
- Demonstrated success in prospecting and writing funding proposals, with experience in some or all of the following areas: not-for-profit digital transformation, humanitarian relief, international development, and global conservation
- Excellent verbal and written communications skills with an ability to develop strong concept and pitch materials, manage reporting frameworks, and synthesize the story from multiple quantitative and qualitative data points.
- Experience with overseeing communications professionals and teams, supporting those who will manage key brand messages to different audience segments.

Personal Characteristics

- A passion for NetHope's mission and an appetite for working collaboratively, effectively and nimbly in a virtual, fast-paced, networked organization
- A leader comfortable and experienced with facilitating alignment in a multi-stakeholder environment at the same time as being decisive enough to deliver high quality, effective fundraising materials and concepts
- Cultural sensitivity and one who values and encourages a diversity of backgrounds, thought, and perspectives in life and work
- High integrity and a strong sense of ethics
- Committed to doing the work to maintain a high trust working environment
- Resourcefulness and good judgment
- Someone always on the lookout for ways to improve, to apply best practices, enable clarity, innovation, and simplicity—and leave order in their wake
- A colleague with grace, humility and humor, as committed to the success of those around them as they are themselves

Knowledge and Skills

- Experience working with and developing relationships with corporate donors, foundations, government entities, and multilateral agencies.
- Exceptional written and verbal communication skills; ability to persuasively communicate NetHope's mission to diverse audiences.
- Experienced in moves management, helping plot the course toward funding and support for complex, multi-stakeholder program initiatives and to successfully close prospects.
- Highly adaptive collaboration skills up and down the organization to be an effective, generous and contributing team player in a lean organization.
- Multilingual verbal and written communication skills a plus.

Education and Experience

- Experience using Salesforce CRM platform. Experience using modern workplace platforms such as Asana, Slack, and Box a plus.
- Minimum ten years' experience in nonprofit fundraising roles of increasing seniority and increasing income responsibility.
- A track record of having grown an organization.
- Bachelor's degree from an accredited institution preferred or equivalent work experience.
- [NetHope Member](#) experience highly valued, other NGO experience a plus.

Reporting and Working Conditions:

- This position is a full-time position that reports to the CEO and works closely with members of the SLT.
- NetHope is a virtual organization, so our team, our Members, and our Partners are located around the world. Due to the global nature of the organization, meetings may be required at any time of the day to meet with our collaborators or team members in varying time zones. To meet these needs, NetHope embraces flexible schedules for team members, and we work with each other to be located globally, but still maintain a reasonable work time balance.
- As a global organization, we welcome qualified applicants with diverse backgrounds from various locations, and who may have non-traditional work patterns.
- NetHope values open, honest communication, a commitment to creative problem solving, an ethic that we only succeed if we all succeed, and a belief that an organization working as a team on a shared purpose produces the best outcomes.
- This position is 100% remote and virtual. International travel and/or travel within or adjacent to country of residence will be required.

How to Apply

Should this opportunity interest you, please submit a cover letter and resume in confidence [here](#). Please include the job title in the subject line of your email submission. Applications will be accepted until May 23, 2022.

NetHope is an Equal Opportunity Employer.