

Job Description

Director, New Business Development | July 2018

We are committed to the end of world hunger by 2030 – and focus our contribution in this effort on **empowering communities and individuals to drive the solutions that work for them**, and by **partnering with like-minded groups**. The Hunger Project takes a comprehensive approach – working with communities to focus on activities that will have a lasting impact on their well-being and potential.

In order to achieve this visionary – yet achievable – goal, we must nurture relationships with supporters to champion our work, invite others and invest in our impact.

We are seeking the right Director, New Business Development to join our team at an exciting point in our evolution as a fundraising team. This role is focused on building a network of contacts and strategic funding partnerships for The Hunger Project. The ideal candidate is a well-networked, dynamic, engaging individual, preferably in the international development sphere, with persistence, follow-through and a collaborative style.

Role Expectations and Responsibilities

The Director, New Business Development will work to develop partnerships with foundations, bilateral and multilateral organizations to advance The Hunger Project's mission.

This is a full-time position, preferably based in the Washington, DC office of The Hunger Project, whose Global Office is in New York City. It reports to the Global Vice President for Fundraising and Communications and will work closely with the Executive Vice President (Strategic Programs and Advocacy), the head of the Global Funding Management Team and country teams worldwide.

Key responsibilities include:

- Lead proposal development to drive toward an annual fundraising goal.
- Closely collaborate with country teams worldwide, liaising with program, finance and management to ensure proposals are in line with The Hunger Project's strategic focus and mission; compliant with requirements; and include appropriate costs.
- Lead negotiation with funders to complete partnership agreements; and participate in process to develop internal MOUs to ensure alignment across all stakeholder groups.
- Serve as key account manager on won grants; regularly liaise with program staff to ensure grant compliance; and facilitate financial and narrative reporting.
- Network and pursue new relationships with potential funding partners and opportunities with implementation partners to meet strategic goals.
- Leverage opportunities of preparing proposals and reports to build capacity of global staff.
- Remain current on latest funding trends, policies and opportunities that align with The Hunger Project's mission and approach.

Benefit Highlights

- Defined contribution for each staff member to be spent on choice of authorized benefits including gold level medical, dental and vision, or toward alternative medical coverage or student loans.
- 20 days paid leave to start, plus 9 holidays and 12 sick days.
- Progressive parental leave: 2 months' full time pay, with 3-month gradual return.
- Flexible work hours and arrangements.
- Retirement plan: gradual vesting in 401(a) Fund over 5 years. Match provided to 403(b) pre-tax Annuity.

How to Apply

Please send a tailored cover letter that explains why The Hunger Project and this particular role are ideal fits for you – along with your resume – to Jenna Recuber at jenna.recuber@thp.org. Note “Director, New Business Development” in the subject line of your e-mail.

About The Hunger Project.

The Hunger Project is a global non-profit organization whose mission is to end hunger and poverty by pioneering sustainable, grassroots, women-centered strategies and advocating for their widespread adoption in countries throughout the world. We operate in 22 countries with 330 staff and have mobilized hundreds of thousands volunteer leaders worldwide. Our programs throughout Africa, South Asia and Latin America are based on an innovative, holistic approach, which empowers women and men living in rural villages to become the agents of their own development and make sustainable progress in overcoming hunger and poverty.