



Hunger is about more than food.  
It's about people.

Burkina Faso, 2023 © The Hunger Project

# The Hunger Project.



783 million people are chronically undernourished



Women and girls account for 60% of people living in hunger worldwide



99% of people living in hunger are in low- and middle-income countries

## Director, US Philanthropy



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# About The Hunger Project

## Ending hunger starts with people.

The Hunger Project is a global, non-profit, strategic organization committed to creating a world without hunger. Over the last 40 years, The Hunger Project has worked to change the world's view on hunger.

Their mission is to facilitate individual and collective action to transform the systems of inequity that create hunger and cause it to persist.

The Hunger Project believes that people living in hunger are the principal leaders of their own change. Fundamental to the organization's values is the inherent belief that all people are extraordinary – they are creative, visionary, and entrepreneurial.

The Hunger Project's programs are based on an innovative, holistic approach, which supports people living in rural communities to become agents of their own development, address root causes, and make sustainable progress in hunger and poverty reduction.

While adapted to meet local challenges and opportunities wherever The Hunger Project works, all programs have at their foundation three essential pillars:

1. Empowering women as key change agents.
2. Mobilizing entire communities into self-reliant action.
3. Fostering effective partnerships to engage local government.

Learn more at <https://thp.org/>



# About The Hunger Project

## Vision

A world without hunger.

## Mission

To facilitate individual and collective action to transform the systems of inequity that create hunger and cause it to persist.

## Reach

The Hunger Project is a global movement of individuals and organizations in 22 countries around the world. Across Africa, South Asia, and Latin America, The Hunger Project works in 9,500 rural communities, reaching 12.5 million people.

## Principles

These ten principles are fundamental to The Hunger Project:

1. Human dignity
2. Gender equality
3. Empowerment
4. Leverage
5. Interconnectedness
6. Sustainability
7. Social transformation
8. Holistic approach
9. Decentralization
10. Transformative leadership

736 million people, almost 1 in 10 people in the world, live under \$1.90 a day, and over half of people living in extreme poverty (413 million people) live in Sub-Saharan Africa.



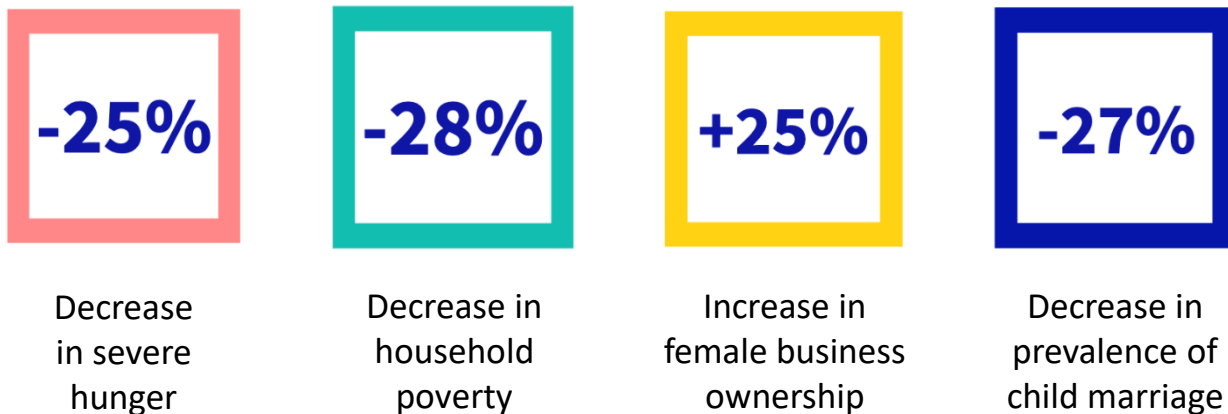
# About The Hunger Project

## Impact

The Hunger Project has a global reach in rural communities across Africa, South Asia and Latin America. More than 3.1 billion people in the world – or 42 percent of the population – were unable to afford a healthy diet in 2021.



The Hunger Project tracks its work over the years to observe changes in key impact areas within communities, allowing them to understand both areas of success and needed growth in their programs.



# The Opportunity

The **Director, US Philanthropy** will manage the organization's major gift fundraising team and play a leadership role in increasing individual, family foundation and corporate giving. This is an opportunity to join an organization on an exciting growth trajectory increasing its impact every year on the very things that matter most to people the world over. Thus, the Director, US Philanthropy will lead the major gifts fundraising team to keep pace with the organization's ambitions for continuing growth. If you are passionate about changing the world for the better, believe in the power of communities, and thrive in a strong and diverse team environment, this is the position for you. The CEO, Board of Directors, and Executive Team all view fundraising as a priority and are actively engaged and supportive of fundraising efforts. The Hunger Project prides itself in its organizational culture of kindness coupled with passion and drive.

The Director, US Philanthropy will be an experienced fundraiser with a track record of having secured major gifts and will manage a portfolio of major investors (The Hunger Project refers to donors as investors because they are investing in a new future for all) and prospects. They will bring valued insight to one or more target audiences, such as high-net-worth individuals, foundations, or corporations. In addition to mentoring a growing team of staff, the Director, US Philanthropy will manage the major gift pipeline and guide strategy for relationship-based cultivation, solicitation, and stewardship.

Reporting to the Global Vice President, Fundraising & Communications, the Director, US Philanthropy will lead a team of 4-6 staff in support of revenue targets and organizational priorities. The Director, US Philanthropy will lead a growth in philanthropic investments from \$6-\$7M today to \$10M+ over 3 years to enhance the organization's ability to amplify its impact towards its vision.

## Responsibilities:

- Contribute to sales excellence through expertise, actively generating new leads and results, communicating with key investors, and closing major investments.
- Establish and maintain a portfolio of relationships with high-level investors totaling \$1-2MM.
- Lead and manage the process of identifying, prioritizing, researching and strategizing around a pipeline of major gifts prospects, using a relationship-based approach to fundraising.
- Facilitate meetings and coach a team of major gifts fundraisers, ensuring they have the tools and funding rationales to support their success.
- Partner with Marketing, Engagement and Program colleagues to develop strategies to support investor stewardship and activism, a spirit of community among our investors, cultivation and impact reporting.
- Design annual performance goals and metrics to track progress and foster accountability and momentum, providing regular reporting to the Executive Team and US Development Committee of the Global Board.
- Develop a deep understanding of The Hunger Project's programs and impact to serve as a key ambassador, expert communicator, and relationship builder both internally and externally.
- Actively participates in building organizational and team culture aligned with The Hunger Project's values.

# The Candidate

## The ideal candidate:

- **Wants to change the world** – this person has a passion to make a difference, specifically around issues of poverty, hunger, and international development. This person channels that passion with a strong sense of optimism that even big change is possible.
- **Is an expert fundraiser** – comfortable working with sophisticated philanthropists and corporate leaders and with proven and demonstrated major and principal giving success at the highest level (6-7 figures).
- **Excels at and enjoys building and maintaining strong relationships** – this person loves to listen and learn, appreciates the experiences and interests of others, and takes the time necessary to build rapport and shared understanding.
- **Really, truly enjoys sales** – defined as **effectively telling the story** of The Hunger Project and **being bold** in asking for support for our mission. *This is a person who loves sharing stories about the good things people are doing and isn't afraid of failure.*
- **Has international development experience and/or knowledge** – this means that they can communicate effectively and the work of the program teams and partners and have working knowledge of the international development sector.
- **Has strong team management and leadership skills** with exceptional capacity to energize, inspire, and mentor a team and help team members to play to their strengths. This is a person who creates the right level of accountability for goals. *He or she has effectively managed teams, using processes and systems to support momentum, and helping team members play to their strengths.*
- **Is intellectually curious and growth-minded** – this is a lifelong learner, who regularly seeks and utilizes honest feedback, continuously engages in opportunities to grow and improve, and takes on things outside their comfort zone.
- **Values highly the importance of organizational culture** and demonstrates the organizational values in their day-to-day work, leadership, and investor engagement.

## Competencies:

- Strategic thinker who can activate a plan.
- Exceptional organization and detail focus.
- Exemplary communication skills, both written and verbal.
- Effective coach and team leader for professional staff.
- Proven fundraising results.

## Education:

- Bachelor's degree required or equivalent professional work or military experience. A master's degree in a relevant field is desirable.

## Experience:

- 10 years of relevant experience and a successful track record in the management of a major gifts program, which includes significant philanthropy from individuals and corporations.
- 5 years in leadership positions with staff management of at least 2-4 direct reports.

# The Hunger Project.

Applications can be submitted at:

<https://driwaterstonehc.com/position/dir-US-philanthropy-the-hunger-project/>

**Salary: \$130K - \$150K**

**Location: Remote – Preference for West Coast (Northern CA/Seattle) or New York City, NY**

DRiWaterstone is managing the search on behalf of The Hunger Project. All first-round interviews for this position will take place via video conference with DRiWaterstone.

### **Equal Opportunity Employer:**

The Hunger Project is proud to be an equal opportunity employer and encourages people of all backgrounds and identities to apply. All applicants will be considered without attention to race, color, religion, national origin, sex, age, marital status, personal appearance, sexual orientation, gender identify or expression, familial status, family responsibilities, political affiliation, genetic information, disability, or any other quality or circumstance protected by federal or DC law.

### **About DRiWaterstone**

DRiWaterstone is a women-founded and led executive search firm recognized by Forbes magazine as one of the leading executive recruiting firms in the U.S. with a focus on mission and purpose-driven organizations. They provide executive search and strategic consulting services to help regional, national, and international clients grow, thrive, and excel.