

Job Title: Chief Development Officer

Level: Senior Level Position

Location: Washington, DC

Main Purpose of the job: Work to grow and sustain the philanthropic revenue stream of WEConnect International. Management of all efforts and engagements of WEConnect International in fundraising spaces. Serve as a strong brand ambassador and thought leader within the supplier diversity industry and gender equity philanthropic space.

Reporting to: WEConnect International Chief Executive Officer and Co-Founder

Organization Information: WEConnect International, a corporate-led global non-profit, helps build sustainable communities by empowering women business owners to succeed in local and global markets. WEConnect International has since 2009 provided business education, certification, and business connections to businesses based outside the United States that are at least 51 percent owned, managed and controlled by one or more women. WEConnect International corporate members represent over \$1 trillion in annual purchasing power and are true pioneers in inclusive sourcing and global supplier development.

www.WEConnectInternational.org

Core Values and Culture: As we continue to grow our impact, WEConnect International will attract and hold accountable members, partners, staff and stakeholders based on these core values, which help to define our culture, brand and operational strategies.

- Embrace Diversity and Inclusion to Unleash Potential
- Demonstrate Passion for Women's Economic Empowerment
- Make a Positive Difference in the World
- Deliver Stakeholder Value
- Exemplify Integrity in Everything We Do
- Pursue Teamwork with a Shared Vision and Purpose
- Embrace Openness, Trust and Candid Communication

Job Overview: WEConnect International has been growing steadily and is now seeking to dramatically accelerate growth in the fundraising and philanthropic space. Therefore, the position requires that the individual is mission-focused, strategic, collaborative, a strong team player, creative, self-motivated, and process minded. The Chief Development Officer must be a leader who will be a strong brand ambassador and thought leader within the gender equity philanthropic space. They will deliver measurable, cost-effective results that help to make the mission a reality. Prior experience should include starting a Development Department or demonstrated significant revenue growth in an entrepreneurial non-profit environment and building fundraising strategies in lean organizations. High level roles and responsibilities include:

- Reports directly to the CEO and is a member of the staff executive leadership team
- Manages the Board's Development Committee / Advisory Committee (TBD) and is responsible for coordinating the CEO's portfolio to focus on top prospects capable of making transformational gifts
- Oversees the development team and liaises with the executive team to ensure team fundraising success
- Creates and implements private foundation and corporate foundation fundraising program
- Responsible for managing and conducting the organization's private foundation and corporate foundation outreach and relationships
- Drafts and submits grant proposals and reports on behalf of the organization
- Actively works to support the stewardship and cultivation of the organization's donorbase

Key Qualifications:

- Demonstrable experience raising funds for Global Gender Equity missions and a passion for WEConnect International's mission
- 10+ years of experience in fundraising with a deep knowledge of foundations and corporations
- Potential to manage individual fundraising
- Comfortable raising funds and managing a portfolio of six to seven-figure gifts from institutional funders
- Can demonstrate portfolio growth and cultivation with prior experience building fundraising programs in lean organizations
- Capacity to be a strong brand ambassador and thought leader within the supplier diversity and inclusion industry
- Ability and experience using CRM tools, dashboards, moves management, etc.
- Collaborative in nature and strong emotional intelligence
- Willing and able to travel using proper safety protocols to fulfill responsibilities