Job Title: Chief Development Officer

Level: Executive Level Position

Location: Flexible

Main Purpose of the job: Lead, grow, and sustain the philanthropic revenue stream of WEConnect International. Oversee all efforts and engagements of WEConnect International in fundraising spaces, with a particular focus on foundations, corporations, multilateral organizations, and federal agencies. Provide education and mentorship to staff involved in fundraising efforts across the organization. Leverage WEConnect International's executive and regional teams for strategic outreach, engagement, cultivation, and stewardship of funders.

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

Organization Information: WEConnect International, a global non-profit, helps improve the lives of women across the world by supporting the growth of businesses that are owned, managed, and controlled by women. Since 2009, WEConnect International has provided education, certification, and connections to women-owned business around the world—all aimed at forging relationships with global companies and other large buyers. WEConnect International has built a network of large member buyers representing over $1 trillion in annual purchasing power and are true pioneers in a global movement to expand opportunities for women-owned businesses through procurement policies and practices. 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 with a particular focus on expanding its community of corporate members and seeking significant grants from corporations, foundations, multi-lateral organizations, and federal agencies. Building on this success, WEConnect International is now ready to dramatically accelerate growth in fundraising.

To put the key elements of success in place, WEConnect International has devised a road map for fundraising—focused on corporations and foundations while expanding multilateral and government partnerships. Co-Founder and CEO Elizabeth Vazquez has an extensive ecosystem of connections. She is also a well-recognized thought leader in the global effort to
open doors to the corporate community for women-owned businesses. Moreover, the executive team has deep knowledge and experience forging collaborations with multilateral organizations and USAID.

This leadership position requires that the individual is mission-focused, driven, strategic, collaborative, creative, and process-minded. They will serve as the primary mentor and thought leader around fundraising for the organization and build on approaches to leverage WEConnect International’s connections in the fundraising space. They will devise and execute strategies, establish appropriate performance indicators for the fundraising team, and optimize operations and technology for productivity and effectiveness.

The ideal candidate will have significant prior experience leading teams that raise millions from foundations and corporations with a collaborative approach. They will have supported or led efforts to secure government funding. They may have run foundation relations and/or a corporate partnership team at a larger organization with demonstrated success in growing contributed revenue. They will have guided all levels of leadership in securing six- to eight-figure grants or other forms of funding from foundations, corporations, multilateral organizations, and/or federal agencies.

Key roles and responsibilities include:

• Formulate a long-term growth strategy in collaboration with executive leadership.
• Devise annual and long-term fundraising plans and ensure alignment with strategic planning.
• Collaborate with the CEO, the leadership team, and regional staff in executing strategic outreach and engagement with potential and existing funders—focusing on foundations, corporations, multilateral organizations, and federal agencies.
• Devise, track, and communicate annual and long-term fundraising projections and budgets.
• Support the CEO in Board development and education on fundraising.
• Manage day-to-day activities of the fundraising team and mentor staff to maximize their performance and grow in their abilities.
• Collaborate with internal marketing and outside fundraising experts providing support in messaging, approaches, and technology.
• Oversee the creation of the highest quality proposals and reports.
• Vet and oversee contractors and consultants, especially grant writers, technology specialists, and operations experts.
• Review and refine fundraising operations.
• Oversee a stewardship effort to ensure funders fully understand the impact of their giving.
• Ensure close collaboration with other operations, especially in the creation of proposal financials, budgets, and expenditure reports.

Key Qualifications:

• 10+ years of experience in fundraising with a deep knowledge of foundations and
corporations.

• 5+ years experience in managing and growing fundraising teams.
• Demonstrated ability to close deals of six- to eight-figure grants and other funding in collaboration with staff at all levels.
• Proven ability in project management, especially in submitting complex grant proposals such as those required by federal agencies.
• Demonstrated ability for strategic interactions with funding decision-makers, such as foundation program directors, principals of family foundations, Corporate Social Responsibility teams, and program leads at federal agencies.
• Experience in reviewing and refining fundraising operations, from budgeting to projections to tracking interactions, dashboards, reports, and deadlines in a CRM.
• Understanding and experience in leveraging the expertise of regional staff in outreach and engagement of foundations and corporations.
• Experience in communicating fundraising goals, strategies, and performance indicators to all levels of staff and Board members.
• Ability and experience in mentorship and education around fundraising.
• Collaborative in nature and strong emotional intelligence.
• Proven track record of winning large grants from federal agencies and/or multilateral organizations is a plus.
• Experience in fundraising for a global organization is a significant plus.
• Familiarity with Microsoft 365 and working in a PC/Laptop environment with Dell equipment.

To apply click on the following link:
Click Here to Apply for the Chief Development Officer

WEConnect International is an Equal Opportunity Employer. All aspects of employment will be based on merit, competence, performance, and business needs. We do not discriminate based on race, color, religion, marital status, age, national origin, ancestry, physical or mental disability, medical condition, pregnancy, genetic information, gender, sexual orientation, gender identity or expression, veteran status, or any other status protected under federal, state, or local law.