



Development and Strategic Partnerships Manager

Grounds for Health's mission is to prevent cervical cancer in coffee communities. We create sustainable and effective cervical cancer prevention and treatment programs in coffee-growing communities. We believe in global equity and access to healthcare, where no woman dies from a preventable disease. For more information, visit www.groundsforhealth.org

Grounds for Health receives the bulk of its funding from the specialty coffee industry, through corporate donations as well as cause-marketing campaigns and customer engagement. In this public-private partnership model, Grounds for Health provides a valuable health service to women in coffee communities who are directly tied to the coffee supply chain. The organization has diversified its funding sources to include public health grants, family foundations, and individual donors, with a goal of increasing revenue at least 35% in the next 1-3 years.

Description:

Grounds for Health is seeking a part-time Development and Strategic Partnerships Manager to join our team 3 days per week to help secure and grow annual revenue. Since we are a small organization, all members of the team are involved in various aspects of fundraising, and this role is specifically focused on identifying, securing and stewarding gifts over \$10,000. It would be an ideal role for someone with major gift, corporate engagement, or capital campaign experience who is looking to get involved in development planning and strategy and board engagement.

Responsibilities:

- Raise new funds, with a focus on major gifts level donations, while maintaining the existing pipeline of corporate and individual giving.
 - Build a pipeline of new 5- to 7-figure prospects by partnering with the Executive Director and the Board to cultivate and steward mid-level to major donors;
 - Identify, research and lead outreach for new strategic corporate partnerships, with a goal of significantly increasing gifts over \$10,000;
 - Initiate planning, strategy and execution for targeted donor contact opportunities, including in person, at trade shows and other events;
 - Make direct solicitations to secure major gifts.
- Along with the Executive Director, develop, implement and manage the overall development and communication strategy for the annual work plan and budget.
 - Set goals and key performance indicators and track and report progress toward those goals.

- In collaboration with the team, build upon and steward a portfolio of 80-100 existing donors, lapsed donors and prospective donors and partners.
- Along with the Communications Coordinator, create and execute a robust marketing and communication plan designed to attract new donors and steward existing donors based on current trends and analytics.
- Work with the Operations Director to ensure high quality donor database management, donor communication and stewardship, and collection of analytics to inform strategies.
- Support the Executive Director in Board engagement and fundraising efforts, including preparing materials and reports for board meetings.

Required Qualifications:

- Bachelor's degree.
- 4-5 years' successful experience in fundraising in the non-profit sector, ideally in global health
- Must be a self-motivated and energetic professional with excellent interpersonal and communication skills and presentation style
- Experience with the global development space and fluency in sustainable development language
- Strategic marketing experience, including use of LinkedIn for B2B engagement
- Proficient in Microsoft Office suite and fundraising software programs (Little Green Light preferred)
- Willing to travel both domestically and internationally

Desired Qualifications:

- Experience with the coffee industry or other supply chain-based public-private partnerships
- Experience with corporate or private donors, particularly pre existing connections with giving circles, individual donors, family foundations, or social impact funds

Salary, Benefits and Location:

- Salary range for the position is \$36,000 - \$42,000 for 3 days based on experience.
- Benefits include comprehensive health and dental insurance, 401K plan with up to 4% employer contribution, and combined time off policy.
- Position is considered remote, ideally with ground travel possible throughout New England for all-staff days and donor engagement.

Applications will be reviewed on a rolling basis, with a closing date of March 22, 2024. Please submit your cover letter and resume to patti@groundsforhealth.org