



A private, nonprofit organization providing development and emergency assistance to Africa since 1970.

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## Vice President of Development Africare

Africare is a leader among private, charitable U.S. organizations assisting Africa. Africare is also the oldest and largest African-American led organization in the field. Africare's programs address needs in three principal areas: Agriculture & Food Security, Health & HIV/AIDS, and Water, Sanitation & Hygiene.

Throughout its 40 year history, Africare has reached 30 million people across the continent with innovative, sustainable, culturally appropriate and life-changing projects to improve the quality of life in communities throughout Sub-Saharan Africa. We strategically invest in innovating and implementing community-based solutions to complex problems, with a strong focus on skills transfer to create leaders out of beneficiaries. Our work has transformed communities and garnered wide recognition for its impact and sustainability.

Africare's 1,400 staff members operate in 36 countries across Africa. Headquarters is based in Washington, DC where the President's office and the Finance, Development, and Operations Departments are based.

With interest in Africa's economic potential consistently growing throughout the world, now is an ideal time to launch renewed efforts to enlarge our base of private support. Africare is seeking a Vice President of Development to spearhead a comprehensive development program to ensure that Africare is able to grow and thrive for many years to come. The Vice President of Development reports to the President and works closely with other departments and staff members. This position also serves as a liaison and resource to the Board of Directors.

### **Responsibilities**

The Vice President of Development reports to the President. The Vice President's responsibilities include:

- Serve as the primary strategic architect and implementer of all fundraising initiatives.
- Work with the Board, President of Africare, and Senior Program staff to set fundraising priorities, goals and activities and implement fundraising strategies through a Moves Management system.
- Set short-term and long-term targets for unrestricted and restricted giving from individual and institutional philanthropy.
- Supervise, lead and manage a team of five staff members in carrying out all aspects of a comprehensive fundraising program including Direct Mail, Corporate and Foundation



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Philanthropy, Major Gifts, Planned Giving, Data Analysis, Prospect Research and Events Management.

- Identify and implement best practices, solve fundraising challenges, and ensure that Africare is utilizing the best development strategies and practices.
- Ensure compliance with all relevant regulations and laws, maintain accountability standards to donors and ensure compliance with the organization's values, mission and vision.
- Acquire and maintain familiarity with Africare's programs, including the program initiatives within each of the core competencies and their impact and outcomes, and Africare's staff, partners, key issues, activities, and funding needs.
- Represent and market Africare's programs with confidence, clarity and knowledge of details of programmatic goals and objectives.
- Manage a portfolio of individual major donor prospects.
- Design and develop solicitation strategies, shaping giving opportunities that match donors' interests. Personally solicit gifts and continually steward donors. Staff senior leadership in this area where appropriate.
- Oversee strategy, implementation and execution of the Bishop John T. Walker Dinner, the annual fundraising gala for Africare and the largest annual event for Africa in the United States.
- Oversee strategy, implementation and execution of other cultivation events locally, nationally and abroad.
- Work with Africare's Board of Directors and leadership on Board development.
- Travel regionally, nationally and internationally to assist in the cultivation of major donors and solicitation of leadership gifts (strategic markets nationwide include New York, San Francisco, Los Angeles, and Chicago).

### **Desired Qualifications**

- A passion for sustainable development in Africa. Ability to succinctly articulate Africare's mission and the case for support in a clear and compelling manner.



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- Self-motivated strategic thinker with a proven record of achieving fundraising results in leadership roles.
  - Experience leading a team and successfully collaborating with high level volunteers, Board members and institutional leaders.
  - Ability to garner trust and confidence of senior staff, volunteers and donors.
  - Individual with a polished professional presentation, excellent interpersonal skills, and strong organizational and communication skills.
  - Strong follow-through and attention to detail; proven ability to set and meet deadlines.
  - Work effectively under pressure with competing priorities.
  - BA/BS required (advanced degree preferred). Minimum ten years of development or related experience, with proven track record leading a fundraising team and soliciting and closing gifts of over \$25,000 from individuals.

**Salary:** Competitive salary and benefits package commensurate with experience. Equal opportunity employer.

**How to Apply:**

Applications should include a resume and cover letter. In the cover letter (of no more than two pages in length) the candidate should briefly describe his or her motivation for the position and highlight relevant experience. Successful candidate must be authorized to work in the US without sponsorship.

Please send CVs to [resumes@africare.org](mailto:resumes@africare.org), including "**Vice President of Development**" in the subject line.

**This position is opened until filled. Unfortunately, due to the large number of applications that we receive, we may not be able to respond to each individual candidate. Please respect our no phone calls policy.**