BACKGROUND

Hôpital Albert Schweitzer Haiti (HAS) was founded in 1956 and its mission is to collaborate with the people of the Artibonite Valley as they strive to improve their health and quality of life and to sustain lifesaving services for the long term. HAS operates a regional referral hospital and community programs which provide medical and development services to a population of more than 350,000 residents of Haiti’s central Artibonite Valley.

Haiti is the poorest country in the Americas, and roughly 50 percent of the population lives on less than $1 a day. With one of the highest rates of infant, under-five and maternal mortality in the Western Hemisphere, the need for quality healthcare is great. HAS plays a vital role in improving public health in central Haiti.

Over the past 60 years HAS, in many ways, has also led the way in establishing best practices for smart healthcare in a challenging setting. From a US base in Pittsburgh, PA, HAS is a pioneer in public health, and helped to create a model of effective, patient-centered healthcare delivery that has been adopted by health organizations around the world, including the World Health Organization. HAS runs one of the most active and efficient Integrated Community Services programs in all of Haiti, screening for malnutrition in children, providing vaccines and medicines, training community health workers and birth attendants, and aiding communities with crucial wells and water projects. HAS is committed to changing the health and well-being of the people of Haiti.

For more information on HAS-Haiti, please visit their website: https://hashaiti.org/

POSITION

HAS is seeking a talented, highly-motivated, entrepreneurial Chief Development Officer (CDO) to design, organize, implement and coordinate an ongoing fundraising program, primarily in the United States, for the important work of delivering quality healthcare to the people of Haiti’s Artibonite Valley.

The CDO reports to the Chief Executive Officer and is responsible for cultivating major gifts and for managing all fund raising activities necessary to support and expand HAS’s current annual budget of $8 million dollars.
Fund raising activities include private donor solicitation, special events, media/public relations and pursuit of institutional grants. This is a unique opportunity to partner with an energized and engaged board to take the philanthropic profile of HAS to the next level. While HAS’s development office is in Pittsburgh PA, it is not essential that the CDO be based in Pittsburgh. Considerable travel is required, including regular trips to Haiti and throughout North America.

**RESPONSIBILITIES**

**Revenue Development**
- Work with the CEO, Board members, and HAS’s senior management team to create, develop and implement a comprehensive fundraising and marketing plan in support of HAS’ long-term strategic objectives.
- Develop strategies necessary to implement a successful major giving program, developing donor cultivation programs and serve as a primary major gift solicitor.
- Personally cultivate major gifts from private donors and play a lead role in managing major gift solicitations by Board members and other key supporters.
- Personally research and cultivate major grants from institutional donors. This will include foundation, family foundation, bilateral, multilateral and corporate donors.
- Oversee high-quality reporting to private donors and institutions;
- Inspire donors, staff and volunteers to pursue HAS’s development goals.
- Develop, lead and manage a strong collaborative development team that is responsible for major gifts, foundation/institutional grants, annual fund giving and communications.

**Marketing**
- Act as a public spokesperson for HAS by representing its mission, goals and programs.
- Create marketing materials and increase the brand awareness for HAS.
- Develop strategic partnerships both public and private to expand the reach, organizational awareness and programmatic capabilities of HAS.
- Identify, cultivate and steward individual, foundation and corporate donors and expand the donor base and partnership opportunities.

**Board & Volunteer Development**
- Be proactively involved in building and maintaining a strong board ensuring that individual members understand and fulfill their financial and volunteer expectations.
- Prepare regular progress reports for the Board. Be transparent and accountable, and provide high quality periodic reports on development plans, activities, issues and results.
- In partnership with the CEO, maintain a strong line of communication with the Board regarding operational or situational challenges facing the organization.
QUALIFICATIONS

- It is of utmost importance that candidates project a respectful understanding of Haitian customs, culture and Dr. Albert Schweitzer's philosophy of *Révérence pour la Vie*.
- An entrepreneurial, strategic thinker with good judgment, sensitivity and common sense who can work independently.
- At least 7 to 10 years of progressive fundraising, major gift and organizational leadership with a demonstrated track record of excellence.
- Ability to present in a convincing and professional manner, and to inspire, lead and generate enthusiasm among donors, volunteers, and staff. Inspirational communication skills, both written and spoken, for addressing a wide range of audiences.
- Demonstrated experience in building and overseeing a comprehensive fundraising program that includes events, volunteer and Board development, major gifts, institutional (corporate, foundation, government) grants.
- Proven success in securing major ($5,000 plus) gifts, and building and maintaining long-term relationships with major individual and institutional donors.
- Knowledge of institutional donors, including foundations, bilateral and multilateral, procedures and requirements.
- Experience within a health, medical or voluntary health organization preferred.
- Excellent organizational skills with a focus on attention to detail.
- Superior interpersonal skills with the ability to project professional competence, leadership capability and personal maturity.
- Enthusiasm, energy and an entrepreneurial spirit.
- A demonstrated passion for serving vulnerable populations in developing countries.
- A desire to travel frequently to Haiti and throughout North America and an ability to adapt for short periods to harsh living conditions.
- Ability to multi-task and simultaneously lead a variety of work teams and initiatives in multiple locations; establish respect with hospital staff and the community; an appreciation for diversity and managing multi-cultural teams.
- Knowledge of French and/or Haitian *Kreyol* would be helpful, but not required.
COMPENSATION
An attractive and competitive package, commensurate with experience, is available.

FOR MORE INFORMATION PLEASE CONTACT:
Carmel Napolitano, Senior Consultant

DRG – Executive Search Consultants
275 Madison Avenue, New York, NY 10021

TO APPLY
Please submit a resume and cover letter
Email: HAS-Haiti@drgnyc.com
Website: www.drgnyc.com

This position description is based upon materials provided by the Hôpital Albert Schweitzer Haiti.
Hôpital Albert Schweitzer Haiti is an equal opportunity employer.