



Director of Development/Fundraising
Washington, DC



The Center for Global Development works to reduce global poverty and inequality through rigorous research and active engagement with the policy community to make the world a more prosperous, just, and safe place for us all.



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About the *Center for Global Development*

[The Center for Global Development](#) (CGD) is a “think and do tank” that works hard every day to pair research and innovative action in order to generate evidence-based, practical ideas for global prosperity.

CGD focuses on understanding and improving the policies and practices of rich countries and of international institutions in order to expand opportunities, reduce inequalities, and improve lives everywhere. Through research and engagement with the policy community, CGD has created an Advance Market Commitment (AMC) for vaccines, played a pivotal role in \$18 billion in debt relief for Nigeria, and designed transformative performance-based development models like Cash on Delivery (COD) aid.

CGD was founded in 2001 as a nimble, independent, nonpartisan, and nonprofit organization. Today it is respected across the globe for its [influence and impacts](#). Its work has been covered in *Financial Times*, *The Economist*, *The New York Times*, *The Wall Street Journal*, and other major news outlets.

With a \$14 million annual budget and 60+ staff, CGD is headquartered in a new facility in Washington, DC, has a Europe office based in London, and has a growing list of non-resident and visiting fellows around the world. CGD is poised to promote practical policy ideas in areas like migration, trade, energy access, private investment, aid innovation, global health, and climate change. The support of its donors is fundamental to its continued independence and future success.



The Opportunity

The Center for Global Development is seeking a committed and accomplished Director of Development/Fundraising to lead its fundraising strategy and team. Collaborating closely with the President and reporting to the Chief Operating Officer (COO), the Director will design and implement a plan to capitalize on the strong fundraising track record of the Center and to diversify institutional and individual funding at a fantastic moment in the organization's growth. This position is an excellent opportunity for a dynamic and dedicated individual to have a significant impact on CGD's trajectory and on the field of international economic development.

The Director of Development/Fundraising's responsibilities will include:

- ❖ Create and implement a comprehensive fundraising strategy that incorporates major donors, governments, foundations, and corporations in order to increase CGD's revenue streams and build greater awareness of the Center's mission and accomplishments in the philanthropic community.
- ❖ Create an annual prospecting strategy and identify new funding sources in order to diversify and expand the current donor base.
- ❖ Oversee the grant calendar and the writing and submission of customized proposals/reports to foundation and corporate funders.
- ❖ Work with the COO and Senior Research Fellows to supervise bilateral proposals and stewardship, particularly with government agencies in Europe, Australia, and Canada.
- ❖ Develop and advance a process to strategically cultivate and maintain relationships with current and potential major donors, including foundations, governments, corporations, and individuals.
- ❖ Serve as a member of the senior management team and work closely with management and the Board of Directors, including the Development and Nominating Committees, to realize agreed-upon development goals and objectives.
- ❖ Work closely with Board members, CGD staff, and other organizational ambassadors to identify and establish relationships with additional prospects and to deepen their involvement in fundraising.
- ❖ Collaborate effectively with the Vice President for Programs, Senior Director for Communications and Policy Outreach, COO, and the Chief Financial Officer to ensure CGD's institutional strength.
- ❖ Manage and collaborate closely with a four person team and foster their professional development.
- ❖ Manage the institution's fundraising tracking system (utilizing a customized Salesforce database).
- ❖ Oversee and participate in the drafting and preparation of materials, talking points, meetings/events, and information to support donor cultivation, solicitation, and stewardship.
- ❖ Travel as needed.



Ideal Experience

The Director of Development/Fundraising must have 5 to 8 years of successful fundraising and leadership experience and knowledge of the non-profit sector. S/he must have a proven track record developing successful institutional fundraising strategies that grow revenue, expand the donor base, and strengthen existing donor relationships. Experience working closely with senior leaders, high-level volunteers, and high-net-worth individuals is required, as is experience managing professional staff.

- ❖ Bachelor's degree is required; advanced degree and/or record of continuing professional development is preferred.
- ❖ Basic familiarity with global development, with the ability to knowledgeably and passionately communicate the work and mission of CGD to current and potential donors.
- ❖ 5-8+ years of overall development and external relations experience is required.
- ❖ At least 2-3 years of recent foundation, government, and/or university fundraising experience is required.
- ❖ Strong record of institutional fundraising success, including foundation research, sustained outreach to grant officers, and tailored cultivation and stewardship.
- ❖ Experience developing relationships with government officials; experience arranging bilateral funding is a plus.
- ❖ Successful supervisory experience, team building, and organizational leadership.
- ❖ Experience working closely with senior management and research staff and demonstrated ability to leverage their relationships and to manage their involvement in the development process.



Personal Characteristics

- ❖ Collaborative approach to leadership and a roll-up-your-sleeves attitude to pitching in on a team.
- ❖ Excellent follow-through and attention to detail with the ability to track and manage multiple critical relationships.
- ❖ Exceptional communication skills, particularly in writing, editing, and producing a large number of clear and concise proposals.
- ❖ Flexibility and ability to thrive in a fun, fast-paced, entrepreneurial, and experimental environment.
- ❖ Commitment to continuous learning and ability to comprehend and discuss research in an academic policy-driven environment.
- ❖ Healthy sense of humor.



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To Apply



Questions, résumés, and CVs should be sent to
search@driconsulting.com

All first-round interviews for this position will take place at Development Resources, *inc.* at 1820 N. Fort Myer Drive, Suite 702, Arlington, VA 22209, (703) 294-6684, or via telephone/video conference.

CGD is an Equal Opportunity Employer. All persons regardless of race, color, creed, national origin, ancestry, sex, marital status, disability, religious or political affiliation, age or sexual orientation shall have equal access to positions, limited only by their ability to do the job.



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