



## Director of Growth Strategies & Development

**ORGANIZATIONAL OVERVIEW:** Founded in 1998, Shared Hope International (SHI) is a 501c3 nonprofit headquartered in Vancouver, Washington with an office in Arlington, Virginia. It exists to rescue and restore women and children in crisis. We are leaders in a worldwide effort to prevent and eradicate sex trafficking and slavery through education and public awareness.

**Revenues:** \$3 Million

**POSITION OVERVIEW:** Reporting to the President, the **Director of Growth Strategies & Development** serves as a key leadership team member and an active participant in making strategic decisions affecting SHI. In partnership with the President, this position is responsible for designing and implementing a comprehensive growth plan for gaining financial support. The position includes oversight of fundraising activities and the coordination and implementation of related and supporting awareness activities. The successful candidate will help forge new relationships to build SHI's visibility and impact.

The **Director of Growth Strategies & Development** will have primary responsibility for solidifying the connection between the Shared Hope name and the issue of domestic minor sex trafficking in minds across the U.S.A. Utilizing the contact management system and various digital strategies, s/he will increase revenues through the acquisition of donors via advocacy and grass roots campaigns, pursue new grants, and acquire corporate and foundation support. S/he will manage and leverage the efforts of Regional Managers of Growth Strategies to multiply the results.

In addition, the **Director of Growth Strategies & Development** will work closely with the Board of Directors and support board members as they take on a more active role in awareness, fundraising and development activities.

It is expected that the amount raised by SHI will increase in future years as the **Director of Growth Strategies & Development** systematically and effectively strengthens the organization's overall fundraising capacity. SHI operates on a team structure and the **Director of Growth Strategies & Development** will play leadership and supporting roles on several of these teams.

## **RESPONSIBILITIES:**

- Actively work with the President, Board of Directors and senior staff to develop and implement a comprehensive growth strategy that includes all channels of potential expansion of financial position.
- Oversee the advocacy team that includes Regional Managers of Growth Strategies, Ambassadors of Hope and Defenders Leaders.
- Retain primary responsibility for development, execution and archiving of grant proposals.
- Has responsibility for research of funding sources.
- Has responsibility for providing statistical analysis of growth strategies efforts to Board and Senior Directors.

## **QUALIFICATIONS:**

- A minimum of 5 years nonprofit and professional business experience in an organization of similar size with demonstrated success in a development function (managing and forging relationships with multiple donor sources).
- Bachelor's degree required, Master's degree preferred
- Experience managing staffs and teams.
- Excellent communication skills, both written and oral; ability to influence and engage a wide range of individuals.
- Strong computer skills including Microsoft Word, Excel, PowerPoint, Publisher and Outlook. Adept in use of donor contact management systems with preference given for knowledge of Salesforce and WordPress familiarity.
- Experience with and understanding of financial reporting
- Strong organizational skills, detail orientation and ability to multi-task.
- Flexible and adaptable style; a leader who can positively impact both strategic and tactical fundraising initiatives

- Self-motivated and capable of working independently and meeting deadlines. Willingness and ability to put in long hours, evenings, and weekends as needed to accomplish organizational mission.
- Willing to travel as needed (up to 10% of time).
- A passionate concern for women and children in crisis and for the eradication of sexual slavery

Qualified candidates should email to [jobs@sharedhope.org](mailto:jobs@sharedhope.org):

- 1) Cover letter
- 2) Resume
- 3) Finalist candidates will be asked to submit a 5-10 page project planning document designed to implement a sample National Awareness Initiative that you would propose Shared Hope launch to raise awareness of the issue of Domestic Minor Sex Trafficking and the fundraising campaign involved as well as a PowerPoint presentation (both of sole or substantially sole authorship) for presentation of this issue.
- 4) A list of three (3) professional references with contact information (Name, Phone, and email address).

Interviews of all qualified applicants will be in-person at the Vancouver, Washington Shared Hope office. Shared Hope cannot pay or reimburse travel costs for interviewees. Salary range DOE. The desired start date will be as soon as a qualified person is found for this position.