**ROLE: SVP & Head of Business Development USA**

Background
Established in the U.S. in 2009, Self Help Africa, Inc. is a US 501 (c) 3 non-profit organization founded with a focused goal of alleviating poverty in rural Africa through innovative, scalable and enduring agriculture-based business projects. It works in collaboration with Self Help Africa in Ireland, the UK and in Africa and is primarily focused on developing funds, grants and partnerships to support its work overseas.

Since 2009, SHA has achieved significant success in these areas and currently enjoys revenue growth of 20% annually. To date, the organization has raised over $11 million in funds, with $5 million coming from public and community funding sources.

SHA is currently recruiting for the position of SVP and Head of Business Development US. We are searching for a dynamic individual who will continue to direct and lead the business development team in raising funds and awareness, developing the brand in the US market and creating partnerships to further support our work with impoverished rural communities in Africa.

**The Role:**

**Targets**: $4.5million in public fundraising in 3 years/20% growth in public fundraising per annum

Tasks:

-       Working with senior management, develop a 3 year strategy for increasing revenue and awareness in the USA. This should include a plan for direct fundraising activities, events, high net worth donors, individual giving, corporate giving, etc

-       Maintain, manage and grow the New York donor group.

-       Develop the fundraising model in new states, with a particular emphasis on the West Coast; develop a business development plan, recruit an Advisory Board and recruit a VP of development for these new geographies.

-       Manage and continue to develop the New York Advisory Board, in collaboration with the Chair, Associate Board and Committee.

-       Maintain and further grow revenue from New York fundraising events.

- Manage the US-based business development team, including administrative support staff.

-       Represent Self Help Africa in the New York community; attend relevant networking events, maintain and develop relations with community leaders; join appropriate networking groups.

-       Develop an annual communications and branding strategy to support further growth for Self Help Africa’s work.

**Requirements**

Masters degree and minimum 10 years working experience in business development, sales and or event planning, in positions of increasing seniority

Experience in developing and executing a strategic fundraising/sales plan

Proven record of achieving fundraising and/or targets

Excellent proven interpersonal, relationship building, motivational and management skills

An established network in New York, and ideally in San Francisco and Boston

Proven ability to direct and manage a team

Ability to travel within the US as needed

Proven commitment to humanitarian work

This job description only serves as a guide for the position and framework for appraisal interview. Self Help Africa reserves the right to change this document as circumstances dictate.