**AVAILABLE ROLE: Vice President of Development, US West Coast**

***Organization:***

For over three decades, Self Help Africa has worked with rural communities throughout Africa to increase the productivity and profitability of micro and small businesses. Most of these businesses are based in rural areas, in agriculture, where Self Help Africa’s smart inputs in technical, marketing and financing supports allow impoverished smallholder farmers to turn a profit from their land.

Self Help Africa established in the US in 2009, bringing its message of rural African entrepreneurship to a new audience, and the intervening seven years have seen strong growth in our East Coast support base. To date, our US operation has raised over $12 million to support our work in Africa, including over $5 million raised from the public.

Our goal in 2017 is to expand these activities to the US West Coast, spreading this vision of an empowered and vibrant rural Africa to new communities of US supporters.

At Self Help Africa, we measure success in our ability to make the lives of impoverished smallholder farmers more prosperous. We make a real difference and we do it at scale – in 2016, our programs reached over 1.8 million people.

Most of the world’s hungry people are farmers. We know how to make their lives significantly more productive. That’s a huge opportunity for you to make a difference in this world.

SHA is recruiting for the new position of Vice President of Development, US West Coast , and we are seeking applications from dynamic individuals who want to make a difference in the lives of hundreds of thousands of people across Africa. Based from San Francisco, the VP will direct and lead business development initiatives in raising funds and awareness, developing the brand in the West Coast market and in creating partnerships to support its work in Africa.

***Position Overview:***

This is a key role for Self Help Africa, directing the organization’s expansion into an important new market, and it will require a unique blend of skills. The following responsibilities will define the role in the initial 6 months but we expect the role to evolve around the chosen candidate in its initial period.

***Responsibilities:***

-  Reporting to the SVP and Head of Development based in New York, develop a two-year strategy for building presence and awareness of Self Help Africa on the West Coast.

- Develop a staged plan for building up Self Help Africa’s visibility, focused initially on San Francisco, through a combination of

- developing an Advisory Board;

- hosting events;

- meeting with and soliciting support from high net worth individuals;

- engaging with private sector companies with an interest in or products that have potential for African development;

-  Develop an annual communications and branding strategy

-  Represent Self Help Africa in West Coast events that are considered of high value to the organization,

- Build, maintain and manage a database of West Coast supporters.

***Qualifications and Experience:***

***We are seeking exceptional professionals with a minimum of 10 years of work experience in progressively responsible positions. Ideally, we want to hear from ambitious entrepreneurs who have previous experience of a start-up operation and who thrive in that environment.***

***We value humility and likeability and wish to be joined by leaders who also value these traits.***

* Professional experience in the Bay Area strongly preferred.
* Experience in fundraising is an advantage but not a pre-requisite for this position.
* Excellent communication skills with proven ability to write effectively and speak persuasively.
* Demonstrated leadership abilities with the ability to work as part of a team but especially while working on your own initiative in an independent environment.
* Experience with donor databases is a plus, Salesforce in particular.
* Highest level of interpersonal skills with demonstrated ability to build trust with stakeholders including key donors and Advisory Board members.
* Proven strategic and organizational thinking with the ability to work under pressure and deal with tight deadlines.
* Innovative and entrepreneurial approach to what is essentially a start-up, including a solution-oriented approach to all areas of work.
* Event management experience is beneficial and basic knowledge or a keen interest in international development.
* Ability to handle donor data and information with tact, diplomacy and discretion.

***Compensation***

Self Help Africa offers a competitive salary and a benefits package that includes health insurance coverage, 401k and generous annual vacation days. The role is full-time at 40 hours per week with some evening and weekend work required.

***Application***

Apply by submitting your Resume supplemented with a Cover Letter to [jkelly@selfhelpafrica.org](mailto:jkelly@selfhelpafrica.org).