



Position: Director of Advancement

Reporting to: Chief Development & Communications Officer

Organization: StrongMinds

Location: Remote (east coast of the US) or Maplewood, New Jersey

StrongMinds (www.strongminds.org) is a dynamic and fast growing 501(c)(3) social enterprise based in Kampala Uganda, that treats depressions in women and young people in Africa, where access to mental healthcare is extremely limited.

Since its start in 2014, StrongMinds has treated over 160,000 individuals with depression in Uganda and Zambia. *We are the only organization scaling a solution to depression in Africa, with a potential to serve millions of people in the next ten years.*

StrongMinds has earned an impressive reputation in the global mental health space. In addition to media coverage in the New York Times, Forbes, BBC World Service, and the Stanford Social Innovation Review, we are described by UK organization Founders Pledge as the most cost- effective mental health organization working in the developing world.

Position Description: Director of Advancement

StrongMinds is seeking a proven fundraiser and leader to serve as the Director of Advancement to drive organizational growth and sustainability by ensuring StrongMinds meets its aggressive fundraising targets.

The Director of Advancement role will develop and implement a strategic fundraising plan with annual and long-term fundraising goals and lead a global development team to increase financial investment in StrongMinds while building a strong and diverse network of stakeholders. A successful Director of Advancement is a strategic thinker with a proven track record cultivating, soliciting, and stewarding contributions from high-net worth individuals as well corporations and foundations. The Director of Advancement reports to the Chief Development and Communications Officer (CDCO).

The successful candidate for this newly created position will thrive in a fast-paced environment and be motivated by the opportunity to grow a highly effective philanthropy program. Further, the Director should possess compelling leadership and interpersonal skills, a strong ability for cross-cultural collaboration and a willingness to take ownership of tasks both big and small.

RESPONSIBILITIES

- Develop and oversee implementation of a development plan to cultivate, solicit and steward major gifts, institutional giving, foundation giving, including strategies and activities. Work closely with the CDCO to establish baseline annual fundraising targets in support of organizational strategic objectives.
- Grow a pipeline of new opportunities to support future major gift solicitations. Solicit a measurable number of major gifts annually, in collaboration with CDCO, CEO and Individual Giving Officer. Create innovative ways for individual donors to engage with StrongMinds.

- Expand and manage the grants pipeline, develop and write grant proposals, and coordinate and oversee on-time reporting and due diligence responses to foundations, corporations and public agencies with the support of the Development Associate and in collaboration with relevant parties across the organization.
- Work closely with the Chief Financial Officer on revenue recognition, new grant launches, grant documentation and tracking restricted grants.
- Ensure that the development team accurately maintains a robust, data rich CRM system that is utilized to inform cultivation, solicitation and stewardship.
- Identify and capitalize on emerging opportunities.
- Communicate in a clear, consistent, and transparent manner in writing and verbally.
- Manage and inspire the fundraising team while creating a positive work environment that values experience and new ideas and where team members feel valued and heard.

DESIRED SKILLS AND QUALIFICATIONS

- 7-10 years experience in INGO development including supervising staff.
- Personal track record of success in reaching and exceeding fundraising goals.
- Clear understanding of leading practices, trends, and innovations in the development field.
- Ability to communicate and relate effectively to diverse constituents.
- Ability to quickly adapt to changing circumstances with creative approaches to problem solving.
- Demonstrated project management, organization, delegation, and prioritization skills.
- Excellent grant writing capability.
- Proven ability to establish objectives, set performance standards, and organize and motivate a team to achieve goals.

The successful Director of Advancement will also be expected to embrace and role model the core values of StrongMinds:

- We are people-focused
- We think big and act fast
- We are data-driven
- We do what we say and we say what we do.
- We believe in collaboration, not competition

Location and Travel This position is available from a remote location in the EST zone or in the Maplewood, NJ office of StrongMinds.

Open until filled.

To Apply

Please submit a thoughtful and brief cover letter, resume, and writing sample to Susan Ryan via email at sryan@strongminds.org mentioning Director of Advancement in the subject line. Applications will be received on a rolling basis.

StrongMinds offers competitive salary/benefits and is an equal opportunity employer.