

Director of Development and Strategic Partnerships
Global Water Challenge
June 2, 2008

Introduction: More than one 1.1 billion people lack access to safe drinking water and 2.6 billion people have no access to basic sanitation. Solutions exist today to tackle this challenge. Scores of dedicated aid organizations are working throughout the developing world on the crisis but lack the resources and pathways necessary to scale-up effective approaches.

A committed group of leading organizations has joined forces to catalyze transformational change in the water and sanitation sector through the **Global Water Challenge (GWC)**. GWC is an initiative to save lives and reduce suffering in the developing world by providing safe drinking water, sanitation and hygiene education to people who lack these basic services. Our mission is to generate a global movement to meet the urgent need for safe water and sanitation by spurring collective awareness and investment in innovation by corporate, public, and nongovernmental actors.

Launched by a diverse coalition of corporations, foundations, and aid organizations, GWC is a unique partnership to build healthy communities and provide sustainable solutions to ensure the availability of potable water for those in need. The goal of the GWC is to bring safe water and sanitation to millions by identifying and multiplying the solutions that work.

Position description: The role of the Director of Development and Strategic Partnerships is to support the establishment of GWC through fundraising and the development and stewardship of partnerships in the corporate, government, and civil society sectors. As the GWC is a startup, the successful candidate must be willing to contribute to any and all activities as part of a small but creative and energetic team. The Director will work closely with GWC's Executive Director and support his fundraising efforts.

Responsibilities and deliverables for the position include the following:

- Significantly expand our research capability and list of prospective funders including corporations, foundations, government agencies, and individuals;
- Complete and implement a multi-year development plan;
- Develop and implement a plan to support Board fundraising and stewardship;
- Identify and research prospective Board members;
- Steward our current donors and ensure continued funding from our existing base of support;
- Identify and enlist new corporate members who contribute financially and strategically;
- Raise \$20 million over the next three years for program investments, with a focus on the "Clean Start Fund" for water, sanitation and hygiene education in schools;
- Develop, maintain and manage systems for timely and accurate grant reporting.

Other areas of contribution could include but are not limited to the following:

- Represent GWC externally at various conferences and meetings;
- Contribute to strategic planning processes and review of potential investment opportunities;
- Support the development of GWC's website as a fundraising tool.

Requirements:

The successful candidate will be an energetic and creative person, with exceptional interpersonal skills. They will be a team player with little ego or concern for turf, able to pitch-in to do whatever is necessary for the organization to achieve its mission. They will be passionate about humanitarian aid and economic development. The drive to produce results will be strong and they will have an demonstrated track record successfully securing major gifts and grants. In addition the ideal candidate will have:

- Superior communication skills, both written and oral;
- A Bachelor's degree in a related field such as international development, foreign policy, economics, public health, environmental studies, etc.
- International fundraising experience with proven results;
- Proficiency in a second language;
- The ability to travel for a week or two at a time.

A generous package of salary and benefits is available for the person who best meets our needs.

The Global Water Challenge is an equal opportunity employer -- we encourage diversity among our staff.

Please send a cover letter and résumé by July 3, 2008 to:

Global Water Challenge
1001 Conn. Ave. NW
Suite 925
Washington, DC 20036

or info@globalwaterchallenge.org