

Job Announcement



Senior Director, International Philanthropy (HNWIs and Family Foundations)

Location:	London or Geneva
Reporting to:	Vice President, International Philanthropy and Partnerships
Manages:	A team of 9 remotely globally based staff members, including 4 direct reports.
Annual salary:	Starting salary c.90K GBP negotiable – salary will be defined based on location and experience.
Contract type:	Permanent full-time contract
Working hours:	Full time
Candidate level:	Director – Senior Management

Background

The International Rescue Committee (IRC) is seeking a sophisticated, global fundraiser and inspiring people manager to lead the organisation's trailblazing International Philanthropy (IP) strategy and to manage the IP team, which today comprises of nine enthusiastic fundraisers based in Europe, Asia and Africa. This team prospects, cultivates, and solicits gifts from high-net-worth individuals and family foundations based outside of the U.S to help refugees survive, recover, and gain control of their future.

Since its inception in 1933, the IRC offers lifesaving care and life-changing assistance to refugees forced to flee from war or disaster.

Purpose of role

This role is part of the IRC's International Philanthropy and Partnerships (IPP) Senior Leadership Team within External Relations, which leads on the IRC's engagement with corporations, foundations, international philanthropists, and new funding streams globally.

The International Philanthropy team was created in 2020 with the mission of significantly expanding the global footprint of IRC with target-audiences in key wealth environments. As an entrepreneurial start-up team covering Africa, Asia and Europe and giving modalities including giving circles, board engagement, DAFs, family foundations, mid-level giving, and planned giving. The work is varied, challenging and exciting.

Alongside the other IPP teams, you will work closely with two additional high value fundraising teams: the USA Philanthropy team, which leads on the IRC's engagement with HNWI's based in the USA, and Global Partnerships and Philanthropic Services (GPPS), which aims to provide the High Value Fundraising teams with best-in-class support in a single, unified service model.

The ideal candidate is a personable leader with direct experience identifying and closing gifts of \$1M+ in multiple geographic markets and demonstrated expertise in managing complex relationships with non-U.S. philanthropists and/or their family foundations. They will also have excellent team leadership skills, and will demonstrate passion for the IRC's mission, nuanced understanding of private sector fundraising, and dedication to the organisation's diversity, equity, and inclusion values.

Primary responsibilities

- Lead, mentor, and manage the International Philanthropy team in IPP- a multicultural, multilingual and multidimensional team based in various different locations around the world, with a scope to unlock revenue and strategic relationships in key wealth environments;
- Drive the development and implementation of an international high-net-worth individual and family foundation strategy (current teamwide goal of ~\$15M USD) that deepens existing relationships and prioritizes building donor pipelines outside of the U.S.; this strategy should consider the rule and use of events, field engagement, mid-value giving, planned giving and other innovative activity to elevate the IRC brand in these key wealth environments and unlock support to our cause;
- Maintain a personal global portfolio (+\$5M USD) of key prospects and philanthropists. Lead, expand, and support the IPP team's efforts by personally cultivating and soliciting high-level, high-impact partnerships within your dedicated portfolio;
- Provide dynamic and effective thought leadership and expertise to the International Philanthropy team's efforts that increases financial revenue and other resources that further the IRC's mission;

- Build out a mid-value and planned giving programme to drive an international pipeline of major donor prospects leveraging the UK pilot 51 Unrestricted Giving programme;
- Act as a senior leader in IPP, teaming up with the other Senior Directors in maintaining, cultivating and developing an outstanding global fundraising team and deputizing for the IPP VP as needed;
- Champion high value fundraising as a specialism within the wider IRC community
- Show dedication to supporting our diversity, equality and inclusion efforts championing both internal and external multi-faceted, positive partnerships that benefit a wide range of clients with varying backgrounds;
- Inspire, empower and challenge the team through active mentorship, encouraging an inclusive environment that supports new insights and innovative ways of developing and managing partnerships;
- Collaborate with the Global Philanthropy and Partnership Services (GPPS) team on the conceptualization, development and implementation of standards, tools and procedures towards an outstanding approach to international private sector engagement and fundraising;
- Partner with the VP, IPP and GPPS to set strategic goals, annual budgets and key outcomes for the International Philanthropy team's efforts;
- Along with other High Value Fundraising leaders across IPP, GPPS and USA Philanthropy, the department that is responsible for engagement with HNWI in the United States, provide assistance and informed professional insight for IRC technical and field teams on matters relating to fundraising and partnerships;
- Establish collaborative working relationships both internally across the organisation and externally with donors and key partners.

This position collaborates with: President's Office, USAP Leadership, Programme Leadership, GPPS leadership, Country Offices, Board Members.

Profile

Experience

- University degree or equivalent in experience.
- Extensive experience (12 years+) in the HNWI fundraising and partnership space; particularly in managing global fundraisers in a similar scope/scale of portfolio, organisational size and team.
- Consistent record of personally soliciting seven figure-plus gifts in multiple geographic markets.
- Understanding of how to reconcile the needs of an organisation with those of the private sector partners.
- Demonstration of creativity and problem solving in working with international HNWI (outside of the U.S.).
- Ability to explain sophisticated issues to donors and prospects and present the organisation in an engaging and concise manner.
- Good understanding of the challenges and issues faced by field offices.

- Excellent digital literacy (MS Word, Excel and PowerPoint, etc.).
- Excellent communication skills with good interpersonal and persuasion skills.
- Knowledge and curiosity about humanitarian /international development work.
- Excellent written and oral communication skills in English, other languages would be a plus.

Terms and conditions

- Candidates must have the right to work in the location they would be hired (UK or Switzerland).
- IRC is committed to equality of opportunity and non-discrimination for all applicants and employees. IRC seeks to ensure we achieve diversity in our workforce regardless of gender, race, religious belief, nationality, ethnic/national origin, sexual orientation, age, marital status or disability. IRC welcomes applications from all candidates, including underrepresented groups and refugees who have the right to work in the UK/EU.
- IRC will ensure that individuals with disabilities are provided reasonable adjustments to participate in the job application and/or interview process, and for essential job functions if appointed to a role. Please contact us if you may need such adjustments.

To apply for the post

Please send a letter of application stating the skills and approach that you would bring to the post with your CV/resume (no photos) in strict confidence by email only to Karem Armstrong at Karem@darylupsall.com

Please ensure they are sent with the titles “*your name cover letter*” and “*your name CV*” Please put “*IRC- Senior Director, International Philanthropy*” in the email subject line.

The deadline for application is Apr 2nd, 2023.

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Daryl Upsall International actively promotes equality, diversity and inclusion. In recruiting candidates, we seek candidates with the proven skills required, irrespective of race, gender, religion or belief, age, disability or sexual orientation.