

Job Announcement

Centre for Development and Population Activities (CEDPA) Vice President for Fundraising and Communications

(Updated: July 5, 2004)

The Centre for Development and Population Activities (CEDPA) in Washington, DC, has retained Slesinger Management Services to recruit a seasoned leader and manager to serve as vice president for fundraising and communications. This is an exceptional opportunity for an individual with the skills necessary to secure major gifts from individuals as well as grants from foundations and corporations. This person will also oversee the organization's communications and marketing program. Applications will be accepted until this search is completed.

The Organization

The Centre for Development and Population Activities (CEDPA) is a nonprofit organization that is committed to empowering women at all levels of society to be full partners in development. Working in Africa, Asia, Latin America, and the Middle East, CEDPA collaborates with indigenous, community-based organizations to implement programs on reproductive health, HIV/AIDS prevention and care, and democracy.

Founded in 1975, CEDPA is headquartered in Washington, DC, and has field offices in Egypt, Nigeria, Senegal, South Africa, Russia, India, Nepal, and Guatemala. In addition, under a contract with the United States Agency for International Development (USAID), CEDPA recruits, hires and trains Technical Advisors for HIV/AIDS, Child Survival, Infectious Diseases, Population, and Basic Education (TAACS).

CEDPA has a staff of 235 people (90 in Washington, DC; the rest overseas) and an operating budget of \$26 million. Its president and CEO is Yolonda Richardson, former senior vice president of Africare, who joined CEDPA in October, 2003.

CEDPA is committed to increasing its financial support from individuals (primarily through major gifts), foundations, corporations, multilateral institutions, and the international development assistance agencies of other countries.

For more information about CEDPA, see www.CEDPA.org.

The Position and its Principal Responsibilities

Key responsibilities include:

1. Developing and implementing strategies to generate revenue through major gifts from individuals as well as grants from foundations and corporations.
2. Working closely with program staff to design projects that support CEDPA's mission and will attract significant multi-year funding.
3. Supervising and guiding a staff of six in the fundraising department who are responsible for identifying and cultivating potential donors, writing proposals, and providing donor program updates.
4. Overseeing the three-person communications department responsible for CEDPA publications, website, and public relations, with special attention to increasing public awareness of the organization's mission and programs.
5. Along with the senior vice president for programs and the chief financial officer, participating as part of the president's senior management team and contributing to the effective leadership of the entire organization.

Desired Skills and Characteristics

The ideal vice president for fundraising and communications should be:

1. Genuinely committed to CEDPA's work and mission.
2. A strategic, dynamic, and creative thinker, who knows how to engage potential funding partners in CEDPA's work and who is at heart an entrepreneur, proactive and innovative..
3. Demonstrated experience in raising money of significant amounts, i.e. at least \$10,000 per transaction, from individuals, global corporations, and foundations.
4. A change agent with both a sophisticated eye for what works in an ever-changing funding environment as well as marketing and media savvy.
5. A skilled manager, capable of working effectively in an organization where close collaboration with program staff in Washington and overseas is essential.
6. Capable of providing guidance, support, and leadership to the staff who report directly to this position.
7. A superb communicator, especially when explaining CEDPA's mission, programs, and accomplishments to current and potential funding partners.
8. A seasoned professional with proven ability to work effectively with board members.
9. Able to travel, both domestically and overseas, for approximately 25 percent of the time.
10. Collegial. The vice president for fundraising and communications must have a personality and work style that facilitates an open and collaborative work environment.

Desired Experience

The ideal vice president for fundraising and communications must have a successful track record in raising money from individuals, major corporations, and foundations.

Experience with USAID and other national governments' overseas development agencies is helpful but not required. Similarly, international development experience is desirable, but not required.

Compensation

Salary will be commensurate with experience and qualifications. CEDPA offers a generous benefits package.

To Apply

Please **e-mail** (or mail): 1) cover letter, 2) resume, 3) e-mail address, and 4) three-year salary history (which will be held in strict confidence) to:

Larry H. Slesinger
Slesinger Management Services
5016 Westpath Terrace
Bethesda, MD 20816
Tel.: 301-320-0680
E-mail: Larry@SlesingerManagement.com

(please include "CEDPA" in subject line; attached files
in Microsoft Word or PDF only)

(This job announcement can also be found at <http://www.SlesingerManagement.com>.)

CEDPA is an Equal Opportunity Employer.