

## **Job Announcement**

### **Centro Magis Director for the United States (Washington, DC)**

(Revised: October 27, 2003)

Centro Magis, a young nonprofit organization that works throughout Latin America to strengthen Jesuit-led universities, schools, and social service organizations, has retained Slesinger Management Services to recruit a seasoned leader and manager to serve as director for the United States in a new office to be established in Washington, DC in early 2004. This is an exceptional opportunity for an individual with strong fundraising skills in the U.S. and experience with social and economic development in Latin America. Applications will be accepted until this search is completed.

#### **The Organization**

The mission of Centro Magis is to promote sustainable development among Latin America's poor by strengthening Jesuit-led educational and social organizations throughout the region. The Center, which was established in 2000 with seed funding from the AVINA Foundation, provides financial and technical support to its Jesuit partner institutions in the areas of leadership and teacher training, strategic planning, institutional development, fundraising, network building and other services aimed at helping these organizations make more effective and efficient contributions toward the development challenges of Latin America.

Centro Magis works with three major Jesuit networks in Latin America:

1. AUSJAL (Asociación de Universidades Confiadas a la Compañía de Jesús en América Latina), a network of 29 private universities throughout Latin America;
2. Fe y Alegría, a network of more than 1,000 schools that provides formal and informal education to more than 1 million children and adults in the poorest neighborhoods of 14 countries in Latin America. and
3. Independent social service organizations focused on causes ranging from increased citizen participation to rural technical training in 17 countries throughout the region.

Centro Magis is governed by a board of directors chaired by Father Luis Ugalde, president of the Andres Bello Catholic University in Venezuela. Its executive director is Alejandro Bilbao, who has worked extensively for Fe y Alegría in Latin America and Spain. For 2003, its operating budget is \$4.7 million, of which approximately \$4 million is for program activity and \$700,000 for administrative expenses.

Still at an early stage of its organizational development, Centro Magis currently has a staff of eight at its headquarters in Caracas, Venezuela, in addition to regional coordinators in the Dominican Republic, Nicaragua, Brazil, and Bolivia, each of whom oversees activity in several countries.

For more information about:

- Centro Magis, go to [www.CentroMagis.net](http://www.CentroMagis.net)
- AUSJAL, go to [www.AUSJAL.org](http://www.AUSJAL.org).
- Fe y Alegría, go to [www.FEyALEGRIA.org](http://www.FEyALEGRIA.org).
- AVINA Foundation, which was founded by Stephan Schmidheiny to support sustainable development in Latin America, Spain, and Portugal, and whose seed funding has launched Centro Magis, go to [www.AVINA.net](http://www.AVINA.net).

### **The Position and its Principal Responsibilities**

To achieve more fully its institutional mission, Centro Magis has decided to open an office in the United States whose primary objectives will be:

1. To raise money from individuals, foundations, corporations, government agencies, and multilateral institutions concerned with social and economic development in Latin America;
2. To build strategic institutional alliances with organizations in the US focusing on development issues in Latin America;
3. To expand and deepen the relationships between Jesuit organizations in the US and those in Latin America; and
4. To participate and contribute to policy-making activities in the United States dealing with education in Latin America.

Key responsibilities include:

1. Developing and implementing strategies to generate revenue from individuals, corporations, foundations, government agencies, and multilateral development institutions committed to social and economic development in Latin America.
2. Working closely with Centro Magis program staff and management in Latin America to develop and implement a work plan to achieve the Center's strategic objectives in the US, as outlined above.
3. Establishing an office in Washington, DC, that initially will be staffed only by the director (who will report to Alejandro Bilbao) and an assistant. Future staffing will depend on the operating plan the new director develops and executes.

### **Desired Skills, Experience, and Characteristics**

The ideal director for the United States should be:

1. Deeply experienced in raising money of significant amounts, i.e. at least \$1,000 from individuals and at least \$100,000 from foundations, corporations, government agencies, and multilateral institutions.
2. Knowledgeable about social and economic development in Latin America, and supportive of the role that Jesuit-run universities, schools, and other social service organizations play in efforts to alleviate poverty and support sustainable development throughout the region.

3. Fluent in Spanish. The person must be capable of speaking and reading Spanish since almost all other Centro Magis staff use Spanish as their primary language, and a high degree of interaction with other senior staff is essential.
4. A strategic, dynamic, and creative thinker, who knows how to engage potential funding partners in Centro Magis's work. As a start-up organization, Centro Magis is well-suited for a person who is at heart an entrepreneur, capable of seeing opportunities before they are apparent to others, and can then turn innovative ideas into successful activities that are based on new partnerships and support.
5. A self-starter, able to work quickly and effectively in an office that is separated by thousands of miles from headquarters and other key staff.
6. A superb communicator, especially when explaining Centro Magis's mission, programs, and accomplishments to current and potential funding partners.
7. Familiar with organizational development, capacity-building, and topics within these areas (such as strategic planning and board development) that will be the programmatic interests of Centro Magis.
8. Knowledgeable about Jesuit organizations and/or the field of education.
9. Able to travel frequently throughout the United States and throughout Latin America to meet with potential donors and Centro Magis staff and partners.

### **Compensation**

Salary will be commensurate with experience and qualifications. Centro Magis will offer a benefits package comparable to other Washington, DC-based nonprofit organizations.

### **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:

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(attached files in Microsoft Word only)

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

Centro Magis is an Equal Opportunity Employer.