

This search ended in March, 2008, with the selection of Nicole Schiegg, currently advocacy and strategy officer at the Stop TB Partnership Secretariat at the World Health Organization in Geneva, Switzerland, and previously senior public diplomacy and communications advisor at the U.S. State Department's Office of the Global AIDS Coordinator.

Job Announcement

International AIDS Vaccine Initiative (IAVI) Senior Director for Public Sector Development (Washington, DC)

(Posted: November, 2007)

The International AIDS Vaccine Initiative (IAVI) has retained Slesinger Management Services to recruit a person to lead its efforts to raise money from the U.S. Government and other public sector funders, especially in Canada and Japan, to support IAVI's work to develop vaccines to prevent HIV infection and AIDS. This is an exceptional opportunity for an individual who is deeply knowledgeable about the U.S. Agency for International Development and the Congressional appropriations process, and is skillful in raising money from governments and multilateral institutions.

Applications will be accepted until this position is filled.

The Organization

The International AIDS Vaccine Initiative (IAVI) is a nonprofit organization that was created in 1996 to ensure the development of safe, effective, accessible, preventive HIV vaccines for use throughout the world. IAVI researches and develops vaccine candidates, conducts policy analyses, and serves as an advocate for the field with headquarters in New York City and offices in Africa, India, and Europe. As the world's only organization focused solely on the development of an AIDS vaccine, IAVI also works to ensure a future vaccine will be accessible to all who need it.

IAVI has a staff of about 200 people, and a budget of approximately \$90 million. Revenue comes primarily from governments, foundations, and corporations. Almost half of the current budget comes from the U.S. Agency for International Development (USAID) and the Canadian International Development Agency (CIDA).

To learn more about IAVI, please see www.IAVI.org.

Principal Responsibility of the Senior Director for Public Sector Development

Reporting to John McGoldrick, IAVI's senior vice president for external strategy development, the senior director for public sector development will lead IAVI's efforts to raise money from governments and multilateral organizations, primarily in the United States, Canada, and Japan. (Another staff member oversees public sector fundraising in Europe.) Although IAVI does not have an office in Washington, DC, the senior director will do this job from there, ideally working from a home office, with occasional trips to the headquarters in New York City.

Note that this is not a new position: the previous senior director was Peg Willingham, who left IAVI earlier this year to become senior director for external affairs at the Aeras Global TB Vaccine Foundation.

Desired Skills, Experience, and Personal Characteristics

To be successful, the senior director for public sector fundraising should be:

1. Knowledgeable about the U.S. Government, especially the appropriations process in the U.S. Congress and the programmatic work of the U.S. Agency for International Development.
2. Familiar with the international development assistance agencies of other countries, especially Canada and Japan, and the work of multilateral institutions such as the World Bank.
3. Knowledgeable about the process to raise money from governments and multilateral institutions, and completely comfortable carrying out all the steps involved in raising money from complex public sector organizations.
4. Familiar with how scientific research is funded by the U.S. and other governments, especially research that is related to health issues such as AIDS.
5. Able to oversee the work of one fulltime staff member (based at IAVI headquarters in New York) plus several consultants who work on a part-time basis and have special expertise in raising money from the U.S. Government, Canada, Japan, or other potential donors.
6. Able to travel periodically, primarily to IAVI's headquarters in New York City (perhaps one day per month), occasionally to Ottawa (perhaps 1-2 times per year), and to other cities where key public sector donors are based.

Compensation

Salary will be commensurate with experience and qualifications. Compensation also includes a comprehensive benefits package.

To Apply

Please e-mail:

1. cover letter that explains why you're interested and qualified,
2. resume, and
3. three-year salary history (which will be held in strict confidence)

to search consultant Larry Slesinger, Founder and CEO of Slesinger Management Services, at Larry@SlesingerManagement.com. Please include "IAVI" in subject line; attached files in Microsoft Word or PDF only.

All applications will be acknowledged promptly.

(This job announcement can also be found at www.SlesingerManagement.com.)

The International AIDS Vaccine Initiative is an Equal Opportunity Employer.