

(This search was completed in April, 2003, with the appointment of Charles Dambach, senior consultant and coordinator of global programs at BoardSource (formerly the National Center for Nonprofit Boards). Previously, he was president and CEO of the Museum Trustee Association, and president and CEO of the National Peace Corps Association.)

Job Announcement

International Youth Foundation Vice President for New Business Development

(Revised: February 9, 2003)

The International Youth Foundation in Baltimore, Maryland, has retained Slesinger Management Services to recruit a seasoned leader and manager to serve as vice president for new business development. This is an exceptional opportunity for an individual with the skills necessary to secure partnerships, contracts, and grants that will finance IYF's activities around the world. Applications will be accepted until this search is completed.

The Organization

The International Youth Foundation is a nonprofit organization that seeks to improve the conditions and prospects of children and youth around the world. Half of the world's population is made up of people under the age of 25, and a significant number of these young people live in poverty. Over the next ten years, a billion children will be born, almost all in the developing world, where hunger, illiteracy, drug use, and economic exploitation of children persist.

To meet these challenges, IYF mobilizes global companies, foundations, governments, and non-governmental organizations to understand the importance of youth development, and to design and fund programs that will give children and youth better prospects for living healthy, responsible, and successful lives.

A cornerstone of IYF's work is through partnerships it has developed with national foundations in countries such as Mexico, Ecuador, Brazil, Ireland, Slovakia, Poland, Germany, South Africa, India, Thailand, the Philippines, and China. IYF and its partners identify, strengthen, and expand programs that have been proven effective in meeting young people's needs. IYF currently has partnerships with organizations in 49 countries.

IYF also works throughout the world to increase global awareness of children and youth issues, strengthen the organizational skills of youth program leaders, and increase international philanthropy in support of children and youth. Major projects currently include *Entra 21*, a partnership with the Inter-American Development Bank to provide job training in information technology to young people in Latin America and the Caribbean; *Make a Connection*, a partnership with Nokia that supports life skills training for young people in 12 countries including South Africa, Poland, Korea, and Brazil; and the Global Alliance for Workers and Communities, a partnership funded by Nike and the Gap, with support also from the World Bank, to improve the work and life opportunities for young adult factory workers in China, India, Thailand, Indonesia, and Vietnam.

IYF was founded in 1990 with the largest commitment ever from the W.K. Kellogg Foundation, providing \$67 million in support over ten years. IYF is now funded by a variety of private foundations, corporations, and governments. It currently has an operating budget of \$20 million (about half of which is disbursed as grants to its national partners), and a staff of 50 (who come from 20 countries and speak 26 languages).

For more information about IYF, please go to <http://www.iyfnet.org>.

The Position and its Principal Responsibilities

The vice president for new business development, who reports to William S. Reese, IYF's chief operating officer, is an integral part of the senior management team and oversees IYF's far-ranging and creative revenue generating activities.

Key responsibilities include:

1. Developing and implementing strategies to generate revenue from global corporations, multilateral development institutions, governments, and private foundations committed to youth development around the world.
2. Working closely with program staff to design projects that support IYF's mission and will attract significant multi-year funding.
3. Supervising and guiding a staff of four who are responsible for identifying and cultivating potential funders, writing proposals, and keeping funders up-to-date on programmatic accomplishments.
4. As part of the IYF matrix style management approach, providing leadership in managing several key partnerships with international agencies or corporate partners.

Desired Skills and Characteristics

The ideal vice president for new business development should be:

1. Genuinely interested in—if not passionate about—the work of IYF and highly supportive of its mission.
2. A strategic, dynamic, and creative thinker, who knows how to engage potential funding partners in IYF's work. IYF's culture 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.
3. Deeply experienced in raising money of significant amounts, i.e. at least \$1 million per transaction, from global corporations, multilateral institutions, foundations, and government development agencies (such as the U.S. Agency for International Development and European agencies).
4. A skilled manager, capable of working effectively in a matrix-style organization where close collaboration with program directors and other senior staff is essential.
5. Capable of providing guidance, support, and leadership to the staff who report directly to this position.
6. A superb communicator, especially when explaining IYF's mission, programs, and accomplishments to current and potential funding partners.

7. A person with the maturity, confidence, and presence to be able to work effectively with board members who come from significant leadership positions around the world.
8. Collegial. The vice president for new business development must have a personality and work style that ensures the internal atmosphere will remain open and collaborative, especially among senior staff.

Desired Experience

The ideal vice president for new business development will have the following experience:

1. A successful track record in raising money from major corporations, foundations, and national governments' overseas development agencies (such as USAID, or SIDA or NORAD in Europe).
2. At least 10 years of senior management experience in international development.
3. Experience at rapidly-growing, entrepreneurially-oriented organizations with revenues of at least \$15 million.
4. Experience interacting with people from multiple countries and cultures as a result of significant work, study, residency, or travel opportunities. Fluency in at least one major language other than English is highly desirable.

Compensation

Salary will be commensurate with experience and qualifications. IYF 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

(attached files in Microsoft Word only)

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

The International Youth Foundation is an Equal Opportunity Employer.