

(This search was completed in October, 1999, with the appointment of John A. Sanbrailo, former Director of U.S. Agency for International Development (USAID) Missions in Ecuador, Peru, Honduras, and El Salvador.)

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Job Announcement

Pan American Development Foundation Executive Director (Posted: July 14, 1999)

The Pan American Development Foundation (PADF) is looking for an energetic professional who has strong leadership and management skills, and a demonstrated commitment to social and economic development in Latin America. PADF invites applications from and nominations of candidates with the skills and experience described below. The application deadline is August 26.

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

The Organization

The Pan American Development Foundation is a private, nonprofit organization whose mission is to improve the lives of low-income people in Latin America and the Caribbean. PADF is especially committed to involving the business community in Latin America to support economic and social development within the region.

Founded in 1962 under the auspices of the Organization of American States, PADF currently carries out projects that stimulate rural development in Haiti; encourages and facilitates micro-enterprises; sends emergency supplies and assistance to areas hurt by natural disasters such as hurricanes and earthquakes; and provides medical equipment to hospitals and health clinics throughout the hemisphere.

PADF, which is based in Washington, DC, has a staff of 14 and a FY1999 budget of \$6 million. Most funding currently comes from the U.S. Agency for International Development (USAID). (Despite its name, PADF is not a grant-making institution, and it does not have its own endowment. It seeks grants and other revenue to support its activities.)

The Principal Responsibilities of the Executive Director

The overriding responsibility of the next Executive Director is to develop and implement programs and projects that will enable PADF to carry out its mission over the next several years. PADF's Board of Directors recognizes that in light of the significant changes that have taken place in the economic, political, and social landscape of Latin America and the Caribbean over the past ten years, the increased activity of other private, voluntary organizations, and the decline

in USAID funding for development in the region, PADF must redefine the way it operates. To begin this process, the Board recently produced a new blueprint to help PADF respond more effectively to the needs of the hemisphere.

Desired Skills and Characteristics

To be successful, the Executive Director must be:

1. Knowledgeable about Latin America and the Caribbean, and social and economic development within the region.
2. A proven manager, who is capable of serving as the chief executive of a nonprofit organization that specializes in conceiving and carrying out development projects. Direct experience designing and implementing such projects is very helpful.
3. A successful fundraiser, with experience raising money from government sources and from corporations and foundations—in Latin America as well as in the U.S. Like many other private, voluntary organizations, one of PADF's major challenges is to increase its financial support from the private sector.
4. Skillful in working with PADF's Board of Directors.
5. An effective communicator, able to write and speak clearly and persuasively.
6. Fluent in English and Spanish.

Desired Experience

The Executive Director should have the following experience:

1. At least 10 years professional experience in Latin American affairs. Business, NGO, or government experience **in** Latin America and the Caribbean is especially valuable.
2. Demonstrated commitment to the social and economic development of low-income people in the region.
3. Demonstrated management and fundraising expertise.

Compensation

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

To Apply

Please send resume with a cover letter that includes your e-mail address and three-year salary history by August 26 to:

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The Pan American Development Foundation is an Equal Opportunity Employer.