

Job Title:	Chief Development Officer
Time Required:	Full-time
Location:	Remote with preference for the candidate in one of the major US markets
Compensation:	Competitive Salary with Benefits

Asante Africa Foundation ~ Organizational Overview

*Asante Africa Foundation is a 501(c)(3) nonprofit organization that promotes quality educational, age-appropriate life skills, and leadership development for children in East Africa (Kenya, Tanzania, Uganda). We partner with local families, educators and community members to create safe and healthy learning environments, strengthen teacher quality, enhance learning in the classrooms, provide merit-based scholarships, and leadership development. **To learn more about Asante Africa Foundation please visit www.asanteafrica.org***

Job Description

Asante Africa Foundation seeks an innovative leader who will provide strong, effective executive oversight and leadership, and manage programmatic initiatives to ensure maximum mission impact.

The Chief Development Officer (CDO) will work with a capable staff, dedicated board, and numerous partners to ensure the success of Asante Africa Foundation. He or she will be responsible for maintaining sound financial practices and nurturing successful collaborative partnerships nationally. The CDO will be responsible for overseeing all fundraising efforts, which include developing high-level partnerships and establishing the infrastructure needed to sustain a growing organization with a fundraising target of at least \$4 million annually within the next five years. The ideal candidate will be a sophisticated relationship builder who is able to adapt his or her communication style to work effectively with a wide variety of internal and external stakeholders with multiple priorities, including the founders, the Board of Directors, and the staff. This is a full-time, position that can be located in San Francisco, NY, DC, which is where most of our donors are located.

Responsibilities

The CDO will play the lead role in designing and directing programs across the US. Major areas of responsibility include:

- **Fundraising:** Much of the CDO's work will center around building on efforts already underway to grow local advisory boards, and reach out to individuals, corporations, and foundations to raise the necessary awareness and funds to support ambitious growth. The CDO will have primary responsibility for developing and implementing a strategic fundraising plan that will enable the organization to realize aggressive growth goals. raising the national/international profile of the organization to "the next level" will be a key part of this role. In that vein I would include some language about being comfortable engaging with high profile donors or influencers.
- **Advocacy/Outreach:** The CDO will serve as the face of Asante Africa Foundation in the US, speaking, writing, and organizing in order to call attention to the needs and potential of youth and to help build the organization's credibility as a force that assists in developing that potential.
- **Relationship Building:** The CDO will be responsible for building strong relationships with educational leaders, elected officials, nonprofit leaders, and public and private sector leaders.
- The CDO will oversee Development staff, Board Members, volunteers, and consultants to achieve fundraising and organizational development goals.

Qualifications and Skills

The ideal candidate will possess the following skills and experience:

- Significant experience with fundraising or growing income: At least 7-10 years' experience soliciting donations, grants, or earned income, with tangible evidence of significantly increasing income over time.
- Confident leadership: High level of confidence engaging with high profile donors and influencers that will be instrumental in growing the organization
- Self-Starter: Previous experience working independently, yet in close collaboration with remote offices to build relationships and organizational infrastructure from the ground up. Comfortable prioritizing tasks in a resource constrained environment.
- Deep cultural competencies: Must be a culturally competent leader: eager to learn, open to diversity, a good listener, and capable of working well with people from different backgrounds.
- Strong communicator: The Executive Director will represent Asante Africa Foundation in many different settings. He or she must be able to compellingly present the work and mission of Asante Africa Foundation in diverse settings. The Executive Director should be a clear writer and dynamic public speaker.
- Strong management and administrative skills: Need to be well organized and able to manage effectively given ambitious goals and evolving plans.

Asante Africa Foundation is an equal opportunity employer. Diverse candidates are strongly encouraged to apply.

Asante Africa Foundation is a globally guided and locally led non-profit educating East Africa's youth to tackle life's challenges, thrive in the global economy and catalyze positive change. As an on the ground implementing organization, invest in youth living off the paved roads of rural Kenya, Tanzania, and Uganda, empowering them with the skills they need to be successful in school and rise above the challenges they face. Their interconnected educational, life skills and livelihood programs, facilitated within safe-space learning groups, utilize learn-do-teach methodology, keep at-risk youth on the path to learning, accelerate academic classroom learning and develop future leaders, confident job seekers and innovative entrepreneurs.

Asante Africa Foundation equal opportunity employer, considering all qualified applicants and employees for hiring, placement, and advancement, without regard to a person's race, color, tribe, religion, national origin, age, genetic information, military status, gender, sexual orientation, gender identity or expression, disability, or protected veteran status.

To Apply:

Qualified applicants should send a cover letter and resume to humanresources@asanteafrica.org.