



Partners In Health

Title: Director of Public Sector Development
Reports to: Chief Program Officer, and serves as a member of Office for Resource Development team led by Chief Financial Officer
Location: Boston, MA

Organizational Profile:

Partners In Health is a non-profit organization based in Boston, MA, whose mission is to provide a preferential option for the poor in health care. Through service delivery, training, advocacy and research, PIH works globally to bring the benefits of modern medical science to those most in need and to serve as an antidote to despair. PIH has major programs in Haiti, Peru, Russia, Rwanda, Lesotho, Malawi and Boston.

Responsibilities:

The primary responsibility of the Director of Public Sector Development is to design and manage effective strategies to increase contributions, grants, and awards from public sector sources. Critical functions include developing and managing relationships with bilateral funding sources, including U.S. federal and non-U.S. government funding agencies and multilateral funding sources, including the Global Fund to fight AIDS, Tuberculosis and Malaria (GFATM) and the agencies of the United Nations such as UNICEF and the World Food Program. There may also be opportunities for state and municipal funding for PIH domestic programs.

As a member of the senior management team of PIH, the Director will work closely with the Chief Financial Officer, the Chief Program Officer, the Chief Medical Officer, the Chief Operating Officer, the Executive Vice President, and the Executive Director, to help set strategy, prioritize goals, and implement plans to achieve success. The Director will work collaboratively with Program and Country Directors to develop country-specific fundraising strategies, goals, and plans and to ensure positive relationships with local governments.

Primary Duties:

- Responsible for planning and implementing a public sector development program that assures appropriate ongoing relations with funding agencies supporting healthcare and poverty alleviation programs.
- Responsible for identifying and cultivating sources of potential funding from the U.S. Federal Government, foreign governments and multilateral organizations to ensure PIH's capacity to maintain and increase organizational growth. Will travel extensively to Washington D.C. and PIH country sites for this purpose.
- Will help to develop Program and Country-specific public sector development plans and strategies in conjunction with relevant staff members. Will measure progress toward annual fundraising goals identified in each plan.

- Will oversee the formation and development of proposals through research and information gathering, development of strategy, writing and review, and submission.
- Will work closely with Program and Finance teams to assure grant awards are implemented to serve organizational goals and to meet donor requirements, such as narrative and financial reporting.
- Will coordinate closely with the PIH Director of Policy and Advocacy, whose department's mandate is to influence international health and development policy in favor of social justice and human rights.
- Will work closely with the Individual and Institutional Development Teams and will contribute to organization wide revenue forecasting and tracking exercises.
- Will serve as a liaison with PIH institutional partners, especially affiliated programs at Harvard University and Brigham and Women's Hospital, to coordinate joint public sector approaches. In particular, will help support Harvard faculty who take the lead on federal research proposals to be conducted at PIH sites.

QUALIFICATIONS:

1. Master's degree in management, public administration, or public health or equivalent experience required.
2. Seven to ten years of proven, successful experience in public sector fundraising, government service, lobbying, or government relations.
3. Demonstrated leadership in developing and implementing effective fundraising strategies and in building constituent relationships.
4. Strong interpersonal skills and a willingness to interact regularly on a personal basis with staff, donor organizations, and prospects.
5. Entrepreneurial instincts; an ability to work independently and as a team member.
6. Demonstrated ability to conduct effective assessment of prospective donor organizations; in-person cultivation and solicitation; and donor stewardship.
7. Experience writing grants and developing proposals.
8. Strong facilitation, communication, presentation, and negotiating skills with an ability to translate healthcare and poverty alleviation activities for lay audiences in a manner that generates enthusiasm.
9. A high degree of organization, ability to solve problems, set priorities, multitask, manage time, leverage limited resources and meet deadlines. Commitment to follow through and attention to detail.
10. Knowledge of and experience with best practices and approaches in public health and organizational management, leadership and governance improvements in health settings in developing countries.
11. Proven programmatic, technical and managerial ability and interpersonal skills to collaborate effectively with professional colleagues in a broad range of indigenous, nongovernmental, governmental, and international organizations within multiple socio-cultural contexts. Ability to successfully work across a complex organization.
12. Demonstrated budget management experience.
13. A commitment to social justice.