



Partners In Health

Job Title: Regional Outreach Manager for West Coast
Reports to: Director of Development
Location: Boston

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 science to those most in need and to serve as an antidote to despair. PIH has programs in Haiti, Peru, Guatemala, Mexico, Russia, Rwanda, Lesotho, Malawi and Boston.

Responsibilities:

Reporting to the Director of Development, this individual is responsible for building the level of annual giving to PIH on the west coast. This position may be Boston or San Francisco based. This person will use creative techniques to identify potential sources of support, establish new methods for engaging donors, and will organize and motivate a regional cadre of volunteers. Oversees annual solicitation efforts with the goal of expanding annual participation. Responsible for organizing, managing, and executing a range of events and other activities geared toward building ongoing support.

Principal Responsibilities:

- Establishes and monitors short and long-term goals and plans for annual giving in collaboration with the Director of Development and others, in one or more designated geographic areas.
- Helps to determine how best to deploy volunteer resources in key regions on the west coast to grow the donor pool and achieve sustainable increases in participation of our network of supporters.
- Plans and implements strategies to identify and target Partners Circle Donors (annual donors of \$1,000 and above.) Creatively uses events, leadership and clinical staff speaking engagements, and online channels to increase engagement with the organization.
- Coordinates and manages fundraising events in assigned geographic areas.
- Helps to craft and implement a donor stewardship plan.
- Represents PIH to external constituents and personally solicits ongoing and prospective donors.
- Ensures proper communication and coordination of activities/strategies with other members of the individual giving team, the corporate/foundation staff, and other relevant groups at PIH as appropriate.
- Performs other duties as requested.

Travel:

25% to 35% of the time.

Qualifications:

- Three to eight years fundraising or similar experience with demonstrated success in annual giving/major gifts, soliciting gifts of \$1,000 or more, including the ability to effectively research, identify, cultivate, solicit, and steward prospects and donors.
- Solid relationship-building skills; ability to interface with external constituents, leading doctors, board members, and business executives.
- Strong interpersonal and communication skills (written and oral).
- Strong organizational and planning skills for balancing multiple projects and responsibilities.
- Experience in event planning and execution.
- Experience with moves management is a plus, as is familiarity with a Raiser's Edge database to optimize fundraising outcomes.
- Ability to respond to frequently shifting needs with flexibility while maintaining a positive approach and sense of humor.
- Strong interest in social justice and health care issues.
- Overseas living/working experience with a social justice organization a plus.
- Knowledge of west coast a plus.
- Bachelor's Degree required.

To apply, email resumé and cover letter to HR@pih.org.