



CNA International are proud to be partnering with CMMB in seeking a key addition to their Business Development Unit which plays an integral role in cultivating and maintaining strategic relationships and alliances that are essential for achieving the mission of CMMB.

### **POSITION SPECIFICATION**

**POSITION TITLE:** Global Director, Business Development

**LOCATION:** New York base. 10%-15% international travel

**REPORTING:** The Global Director, Business Development will report to the Senior VP of Programs

The Global Director, Business Development will oversee 3 employees and will work collaboratively with colleagues across departments and in country offices.

### **ORGANIZATION SUMMARY**

CMMB believe in a world where every human life is valued, and health and dignity are shared by all. Their mission is to deliver locally sustainable quality healthcare solutions to women, children and their communities, and for the past 100 years they have worked tirelessly with their global partners to deliver this in countries that need it most. The organization strives to live out their core values of collaboration, love, excellence and respect every day. This includes providing their employees mission driven work highly engaged and collaborative work environment with a competitive salary and meaningful benefits package.

### **POSITION SUMMARY:**

Reporting to the SVP of Programs and working closely with Country Directors, the Global Director, Business Development will provide leadership in partnership development, foundation and corporations fundraising and new business activities to support CMMBs strategy around improving the lives of women and children.

This role is expected to lead strategically and engage in operational activities. Working in a highly collaborative cross team environment, the Global Director, Business Development will effectively build and manage relationships with partner and donor agencies, and other internal and external stakeholders, including integration with CHAMPS (Children & Mothers Partnerships) program and in support of the building of public-private partnerships.

### **THE IDEAL CANDIDATE WILL:**

- Have proven abilities in business development and grant proposal writing, with demonstrable success in fundraising from corporations and philanthropic foundations.



- Lead CMMBs business development gathering. Monitor and analyze philanthropic trends and cultivate strategies to pursue funding opportunities from foundations, corporations and government agencies.
- Engage Board members in cultivation and solicitation of prospects
- Lead and manage direct reports ensuring clear goals and accountabilities are established and achieved, including developing “capture plans” and managing the grant proposal team for major bids.
- Have experience in International development/global health organizations
- Liaise with Programs Team and Country Offices to ensure efficient alignment of funding opportunities with program strategic priorities and goals, as well as program delivery strengths.
- Possess superior written and oral communication and presentation skills
- Have proven abilities of meeting and exceeding ambitious revenue goals as well as participating in financial projections reporting and scenario planning.
- Have a keen understanding of the necessary support processes required to deliver effective private sector relationships. Able to translate an organizations strategy and objectives into operational delivery.
- Have proven abilities of building and maintaining productive working relationships with a wide network of partners and stakeholders, as well as have experience working in a headquarters based setting and collaborating closely with country offices.

**QUALIFICATIONS:** The successful candidate will be a proven leader with a deep commitment to health & human dignity for all. He/She will have a well-developed knowledge of private sector approaches to international NGO partnerships, with a demonstrable understanding of the particular issues affecting the field.

**EDUCATION:** Bachelors required. Masters preferred.

**TRAVEL/OTHER:**

- Some international travel required (10-15%)
- Must be willing to work late evenings and weekends as required

**COMPENSATION:** Salary and benefits are competitive and commensurate with experience.

**APPLY TO:** Sharron Cox Managing Director CNA International. Tel 917 900 6941 or send your resume to [resume@cnaint.com](mailto:resume@cnaint.com) with CMMB Director of BD in the subject line.

CMMB is an Equal Opportunity Employer and encourages candidates of all backgrounds to apply for this position.