



## POSITION DESCRIPTION

POSITION TITLE: Director, Development and Public Affairs

REPORTS TO: Senior Vice President, Growth and External Affairs

LOCATION: Arlington, VA

UNIT: Business Development and External Affairs

### **BACKGROUND:**

Winrock International manages a portfolio of more than 100 agriculture, environment and social-development projects in over 40 countries around the globe. Initiated through the philanthropy of Winthrop and John D. Rockefeller III more than 30 years ago, Winrock has on-the-ground networks and extensive experience implementing evidence-based programs internationally and in the United States. Winrock strives to empower the disadvantaged, increase economic opportunity, and sustain natural resources. We seek a mission-driven, entrepreneurial professional who can work with executive management and Board of Directors to advance Winrock's fundraising, private sector diversification and U.S. government affairs efforts.

### **POSITION SUMMARY:**

The Director for Development and Public Affairs works within the Business Development and External Affairs group (BDEA) to support cultivation of major donors, provide an overarching public policy engagement strategy, and coordinate outreach to policy influencers, executives and leaders within the government, foundation, corporate and investment communities.

Investors, funders and donors are looking for leverage, innovation, and efficiency to select the organizations that can best help achieve their goals. The Director for Development and Public Affairs stays current with major donor development trends including impact measurement, U.S. government policy priorities, and competitors and partners in Winrock's key countries and areas of expertise. The successful candidate will use understanding gained from stakeholders to support fundraising strategies, guide Winrock's business development and leadership teams, advise on program design, and recommend partnerships.

### **MAJOR RESPONSIBILITIES:**

Major Gifts Development



- Assist SVP, President, Board of Directors and outside consultant on building and implementing a strong, diversified fundraising program with aggressive targets
- Manage and grow a portfolio of donor relationships by maintaining strong, positive relationships with prospective funders, especially among high net worth individuals, foundations and corporate donors
- Assist in the packaging of Winrock's impact by program units for use with fundraising and business and partnership development
- Manage systems for communicating with all prospective and current donors
- Develop and maintain systems to ensure accountability and donor benefits delivery
- Assist with Board development and engagement strategy

#### U.S. Government and Private Sector Affairs

- Spearhead a coordinated federal government educational outreach strategy
- Advance organizational priorities and projects via Members of Congress, congressional committees, and executive branch, including USDA, DOL, and MCC
- Leverage public and private sector contacts to advance new business objectives
- Communicate to federal officials and key stakeholders how Winrock programs positively impact economic security, growth, and savings to the U.S. taxpayers
- Identify ways to combine U.S. government funding and private sector resources to drive new business, sustainable impact and increase support for existing projects
- Stay abreast of trends in impact investment, shared value, and cross-sector partnerships for global and domestic economic development, and Winrock's other areas of expertise

#### **QUALIFICATIONS AND BACKGROUND:**

##### Skills and Experience:

- 7-10 years of combined experience in fundraising, primarily developing major donors, *and* Congressional or other federal government affairs
- Strong understanding of the federal budget and authorization cycle and process
- In depth understanding of the international development funding sector, including bi-laterals, multilaterals, foundations, and corporate interests in global development
- Ability to translate complex issues and ideas into a compelling voice and deliver written and verbal presentations for high-level stakeholders
- Personal commitment to effective international development, poverty alleviation, and developing partnerships to maximize resources and achieve greater impact
- Strong creative streak with proven ability to find new solutions and influence others
- Ability to create trusting relationships and navigate sensitive or competing priorities



- Fluency (written) in at least one non-English language preferred

Education:

- Master's degree in public policy, international development, business or relevant field