

Director of Global Development

 Remote Position, US-Based

CATCH Global Foundation is seeking a talented Director of Global Development to serve as a key member of CGF's senior leadership team to create, execute, and oversee worldwide development and fundraising through partnerships, philanthropic grants, and corporate sponsorships.

Reporting to the CEO, the Director of Global Development will also lead the [CATCH Promise](#) philanthropic initiative and recruit school districts, funders, and other community partners to participate.

Successful candidates will be able to collaborate across departments to connect programmatic and fundraising opportunities and strategies.

About our Organization

CATCH Global Foundation is a 501c(3) that brings high quality evidence-based health and wellness programs to schools and child care sites across the globe, serving 15,000 schools in the U.S. with growing programs in Latin America, Africa, and South Asia. Our mission is to empower school communities to cultivate Whole Child wellness as a lever for student success and social equity. Reaching more than 3 million kids annually, our PreK-12 programs cover topics including nutrition, physical education, social and emotional learning (SEL), oral health, vaping prevention, and sun safety. Learn more at catch.org.

KEY RESPONSIBILITIES

- Work with the CEO to develop and implement actionable fundraising strategies targeting partners, philanthropic foundations, high net-worth individuals, and corporate sponsors;
- Recruit, develop, and oversee international managers and partners, including an existing employee in Bogotá Colombia and partners in Kenya and India;
- Steward partner and donor relationships through acknowledgements, recognition, and impact stories;
- Manage donation systems and utilize databases to track grants and gifts;
- Lead partner, funder, and donor prospecting activities;
- Direct proposal writing and budget development;
- Collaborate with team members across the organization to assist with project implementation activities stemming from funded grants and projects;
- Manage events, campaigns, and other public-facing activities related to fundraising;

- Work collaboratively with Marketing team members to create and implement innovative communications campaigns inspiring stakeholders to support CATCH's work, including the annual report;
- Identify and steward school partnerships relative to funding opportunities;
- Assist where needed in drafting reports and other communications to partners, grantors and funders;
- Serve as a key voice in weekly senior leadership meetings;
- Interact with the Board of Directors as a member of the Revenue & Partnerships Committee and invitee to full board meetings;
- Other duties, as needed.

SKILLS & COMPETENCIES

- Minimum of 5+ years development and fundraising experience in related role;
- Experience raising funds from grantors and corporate sponsors, with an ability to meet quarterly and annual goals;
- Commitment to and passion for the mission and values of CATCH Global Foundation;
- Ability to work well with a team, take direction and feedback and share skills and knowledge;
- Ability to travel internationally;
- Detail oriented with strong project and time management skills, with ability to innovate and problem solve;
- Strategic mindset: ability to plan, execute, and evaluate;
- Excellent interpersonal skills, especially in collaborating with peers, teams and outside partners;
- Experience with donor database systems and management;
- Strong communication skills;
- Knowledge of the philanthropic community intersecting with child health programs addressing physical activity, nutrition, SEL, and substance misuse prevention.

While our organization was founded in Austin, TX – where many of our employees reside – we are a 100% virtual work environment. We have regular in-person retreats (travel/lodging provided) to help us develop and grow together as a team, as well as get to know one another on a more personal level. Day-to-day, you can expect to interface with the rest of the CATCH team via video/voice calls, email, and Slack

Job Classification: Full-Time (Exempt)

Location: Anywhere in US (virtual)

Salary: \$80,000-100,000, plus up to \$15,000 in annual incentive

Benefits: 100% employer-covered health insurance, company contribution to HSA, availability of 401k and other opt-in benefits, generous vacation and parental leave policies, company retreats to fun cities around the US (eg Austin, Denver, Chicago, Nashville), and work-from-home setting with flexible scheduling.

To apply, please submit a resume and cover letter to jobs@catch.org