

Partnerships and Development Manager

About ARCHIVE Global: Architecture for Health In Vulnerable Environments

ARCHIVE Global is an international non-profit organization that utilizes architectural design to reduce the global burden of disease. Working within socioeconomically vulnerable communities around the world, we apply innovative, low-cost housing design solutions to improve living conditions and health outcomes for the poorest of the poor. With projects in in almost 10 countries, ARCHIVE has directly benefitted thousands around the world with improved living conditions and healthier lives. We've also reached over ten thousand people with training, education, and awareness campaigns promoting the vital connection between housing and health.

Our Approach

- **Research** — We investigate how the built environment contributes to public health challenges globally.
- **Advocacy** — We inform communities about best practices to improve health and reduce the risk of disease and strive to bring change at an international level by informing in public policy.
- **Construction** — We design, test, and build practical housing solutions that actively combat poor health.

ARCHIVE Global is a young, dynamic, and growing organization working in 9 countries. Recent recognition includes:

- One of 8 “World’s Best Sustainability Ideas” - Forbes Magazine
- OpenIDEO Winner

ARCHIVE Global seeks an experienced and creative Partnerships and Development Manager to build and generate donor engagement and revenue.

Role

The Partnerships and Development Manager will create the organization’s engagement strategy, oversee department team, and serve as the primary contact for partners and donors. This position represents a unique opportunity for an innovative mid-level professional who is passionate about taking charge of partnership development.

Responsibilities

- Serve as the organization’s primary partnership and development representative.
- Develop long term strategic partnership framework for NGOs.
- Manage relationships with NGOs contacts to cultivate funding partnerships.

www.archiveglobal.org

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- Identify sources for corporate support and build creative strategies to generate funding.
- Create funding campaigns/programs and for delivery to potential partners.
- Negotiate sponsorship agreements with organizations/partnerships.
- Manage individual/organizational donor relationships.
- Manage development team of staff and/or interns.
- Build and coordinate special events and programs.
- Prepare and deliver presentation decks of consulting service offerings.
- Qualify and quantify value creation to potential partners.

Qualifications

- Relevant Bachelor's degree required.
- 5+ years in strategic growth and partnership development.
- Minimum 2 years in nonprofit (or international development) sector.
- Strong experience in building relationships.
- Excellent writing skills.
- Experience building and managing CRM databases.
- Comfort and ease working in a fast-paced environment, managing a large volume of requests.
- Candidates must be authorized to work in the U.S.
- Be creative, bold, and a team player.

Desirable

- Graduate degree in relevant fields preferred/non-profit administration.
- Additional languages other than English.
- Knowledge/experience in architecture.

HOW TO APPLY

Please send cover letter, CV, and salary expectations and history to recruitment@archiveglobal.org, subject, "Partnerships and Development Manager."

We are seeking to fill this position ASAP. This position will remain open until filled.

MINIMUM EDUCATION REQUIRED:

4-year degree