

DEVELOPMENT OFFICER

NYC, USA

ARK is an innovative organization that partners with rural communities in the developing world who want to secure their food, their kids' schooling and income for life. ARK invests in communities that invest in themselves. Their groundbreaking 5-cent Lunch solves hunger and malnutrition, brings kids back to school and sources 100% from parents and local farmers creating new income. It is the first lunch that parents contribute to day one and fully fund on their own after 3 years, putting them on a self-sustaining path.

ARK is scaling and is building capacity for a sustainable organization to share its ARK Lunch to other parts of the world in 3 years' time. The Development Officer is responsible for identifying, securing, stewarding and growing partners, investors and donors in support of ARK's mission and growth plans. They will work collaboratively with and in support of the CEO and Board members. The Development Officer will also lead marketing campaigns and fundraising events. The role will be an integral part of the New York City team.

THE WORK

- Achieve revenue targets that will support ARK's strategic growth plan and mission
- Identify, cultivate, and secure strategic partners and a portfolio of investors and donors
- Lead marketing campaigns and events that engage and raise capital
- Create and run fundraising events; develop and grow donor database
- Execute marketing and engagement plans created alongside CEO and board members
- Create impactful and customized marketing and development collateral
- Develop, care for and grow investor and donor database
- Be in tune and updated with the impact in the field
- Work closely with the CEO and board members, and collaborate/coordinate with development and marketing team in the Philippines and the US
- Be part of special projects that will further ARK's visibility, reach, and sustainability

THE IDEAL CANDIDATE

- Positive, high energy, enjoys connecting with people and crafting win-win relationships
- Strong leadership, organization, writing and presentation skills
- Outstanding interpersonal skills; keen ability to manage and work with executives, board of directors and high-level donors
- Goal and impact driven, creative problem solver, mature, direct, discreet, has integrity
- Thrives in a growing, changing, and entrepreneurial environment
- A track record of building meaningful relationships with donors/prospects and successfully closing philanthropic gifts
- Proven experience developing strategies for cultivating relationships from cold calls and engaging with a diverse set of potential partners
- Proven ability to effectively articulate and share an organization's differentiating attributes, value proposition, and a case for partnership and support
- Knowledge of fundraising principles, techniques, and ethics, deep understanding of the non-profit ecosystem and dynamics

INTERESTED?

For urgent and immediate hiring. Email talent@ruralkids.org your resume and brief letter answering the following questions and detailing your relevant experience.

- a. What aspect of ARK or the programs do you really like?
- b. What of your talent and experience do you want to contribute?
- c. What do you want to learn, gain or achieve in your tenure with us?
- d. How will working with ARK bring you closer to your dream or help you in your next venture say in 2 years or 5 years time?
- e. What are 3 things that your friends love about you? What do they all wish you would grow into?
- f. the blanks (please fill in):
 - i. My heart skips and sings when " _____ ".
 - ii. When the going gets tough, I " _____ ".
 - iii. I need _____ first thing in the morning, no matter what.
- g. Your earliest availability for an interview and a start date
- h. Portfolio of work or narrative of the impact that you have made, cannot forget, and want to share.