

GoodCitizen

Chief Development Officer
Resolve to Save Lives
Location: Remote US, UK or France

About Resolve to Save Lives

Resolve to Save Lives, spearheaded by the visionary Dr. Tom Frieden, embodies a bold mission: help prevent 100 million deaths from cardiovascular disease and make the world safer from epidemics. With a laser focus on action and results, this dynamic organization implements proven solutions around the world where the burden of preventable deaths weighs heavily on communities. Unlike traditional approaches that merely scratch the surface, Resolve to Save Lives adopts a comprehensive strategy that tackles the root causes of these health crises head-on.

At the heart of Resolve to Save Lives' approach lies a commitment to strengthening public health systems from the ground up. By providing vital resources, training, and technical support in over 30 countries, the organization empowers local governments and health institutions to deliver life-saving interventions effectively. Moreover, the team recognizes that sustainable change requires more than just medical interventions — it demands a holistic approach that addresses social, economic, and environmental factors influencing health outcomes. Through strategic partnerships and community engagement, Resolve to Save Lives builds resilient health systems that can withstand the challenges of today and tomorrow.

What sets Resolve to Save Lives apart is its unwavering dedication to evidence-based action and its progress protecting and improving health around the world. The organization harnesses the latest research and data to inform its interventions. Whether it's promoting a global reduction in sodium intake and elimination of artificial trans fats, improving access to essential medications, or improving responses to disease outbreaks, every initiative is grounded in scientific rigor and real-world effectiveness. By championing innovation and accountability, Resolve to Save Lives inspires hope and transforms lives, one community at a time. In a world plagued by health disparities and preventable deaths, their relentless pursuit of progress offers a beacon of hope for a healthier, more equitable future.

RTSL prioritizes partnerships with national and local organizations in low- and middle-income countries to co-create, advocate for, and scale up activities in heart disease prevention and epidemic preparedness. They also work with global organizations to produce and promote policies that maximize health gains. Strategic partners have included Bloomberg Philanthropies, the Bill & Melinda Gates Foundation and Gates Philanthropy Partners, which is funded with support from the Chan Zuckerberg Foundation.

Learn more about Resolve to Save Lives [here](#).

The Opportunity

As a vital member of the executive leadership team, the Chief Development Officer will report directly to the CEO and hold a strategic position within the Office of the President. This pivotal role is dedicated to fortifying RTSL's financial sustainability by diversifying funding streams and mobilizing new resources. With a primary focus on expanding philanthropic support from individuals, institutions, and potentially government entities, the Chief Development Officer will play a crucial role in driving the organization's growth and impact.

Leading all fundraising initiatives, the Chief Development Officer will collaborate closely with organizational leadership to craft compelling narratives, identify emerging funding opportunities, and devise effective donor engagement strategies. By broadening networks and providing expert guidance and support in donor interactions, they will drive the organization towards achieving its financial goals while ensuring maximum return on investment.

Furthermore, the Chief Development Officer will provide strategic direction on securing multi-year, multi-million-dollar funding commitments, as well as targeted support for annual and special projects, engaging with individuals, foundations, corporations, and government agencies. They will work closely with the President & CEO to pinpoint potential donors and cultivate relationships that can lead to substantial contributions, ensuring maximum return on investment.

Leading a team of at least four development professionals, the Chief Development Officer will inspire and guide them towards achieving high-performance standards. The Chief Development Officer will have the opportunity to build and expand the development team, leveraging their leadership skills to recruit, train, and mentor new team members.

This is a full-time remote position, with occasional travel required both domestically within the US and potentially internationally.

Key Responsibilities

The Chief Development Officer will oversee the organization's efforts to achieve its annual operating budget target of \$70 million, while also driving initiatives to secure an average of \$25 million in new funding annually. They will lead the development team in implementing comprehensive fundraising strategies to achieve these financial goals, ensuring alignment with RTSL's mission and objectives.

Resource Mobilization

- Develop and execute a visionary fundraising strategy in alignment with RTSL's mission and goals, leveraging innovative approaches to secure substantial contributions and diversify funding sources.
- Tailor a comprehensive, multi-year fundraising strategy, delineating specific identification, solicitation, and cultivation approaches for various donor segments, including foundations, family foundations, high-net-worth individuals, and governmental bodies, ensuring strategic alignment with RTSL's mission and objectives.

- Spearhead efforts to secure multimillion dollar gifts through strategic negotiations and creative tactics, ensuring RTSL's financial sustainability, growth, and the advancement of its impactful mission.
- Establish and implement customized strategies, timetables, objectives, benchmarks, and precise evaluation metrics for cultivating, soliciting, and stewarding seven-figure gifts from existing and prospective funders, ensuring alignment with RTSL's goals and mission while monitoring performance effectively.
- Provide foresight and oversee market research to inform the positioning of RTSL activities in alignment with major funding changes or trends, driving the rapid closure of multimillion dollar gifts and ensuring RTSL's financial health and mission impact.

Team Management & Leadership

- Champion, mentor, and build a high-performing team of development professionals, empowering them to excel in every facet of fundraising, from identifying lucrative opportunities to forging lasting donor relationships. With an unwavering commitment to excellence, drive the team towards building a world-class fundraising unit, while providing strategic guidance and oversight to elevate their individual portfolios.
- Spearhead collaborative efforts with technical and country leadership to oversee the entire proposal process, from identifying opportunities to soliciting post-submission feedback.
- Collaborate closely with SVPs of Cardiovascular Health and Prevent Epidemics units, alongside Communications, to refine systems aligning program goals and budgets with development strategies, maximizing funding potential, and ensuring RTSL projects are optimally positioned to appeal to both current and prospective donors.

Thought Leadership and Movement Building

- Strategically partner with the Communications team to develop and implement comprehensive communication strategies aimed at highlighting RTSL's initiatives in addressing pressing health challenges such as cardiovascular health and epidemic prevention. By crafting compelling narratives and leveraging strategic communication channels, the Chief Development Officer plays a crucial role in raising awareness and rallying support from prospective and current donors, amplifying the impact of RTSL's mission to save lives and improve global health outcomes.
- Serve as a trusted strategic advisor, representing RTSL with authority and credibility both internally and externally, ensuring alignment with organizational goals and values while guiding the President & CEO in cultivating business development opportunities and forging new partnerships.
- Deliver expert insights and perspectives at industry conferences and forums, elevating RTSL's visibility and reputation within the philanthropic community while advising the executive leadership team on emerging philanthropic trends and their potential impact on RTSL's current and future initiatives, fostering strategic decision-making and adaptability.

- Leverage the expertise and networks of Board members to identify and capitalize on new funding opportunities, potentially establishing a Board development committee to further RTSL's fundraising efforts and providing strategic guidance and support to executive and senior leadership teams, ensuring alignment and effectiveness in fundraising strategies at both global and country levels.

Ideal Candidate

The ideal Chief Development Officer at RTSL epitomizes exceptional leadership and strategic vision, transcending the conventional boundaries of fundraising to become a transformative force in global health advocacy. They are not merely fundraisers; they are architects of change, adept at inspiring movements and rallying support for critical health causes often overlooked by mainstream philanthropy.

This visionary leader possesses an unparalleled ability to craft compelling narratives that capture hearts and minds, driving meaningful action around critical global health challenges, including non-communicable diseases like cardiovascular health and the prevention of epidemics. They demonstrate exceptional skill in strategically positioning RTSL's initiatives to confront both non-communicable diseases and infectious disease threats, applying their expertise to demand attention and galvanize resources for transformative impact. Their prowess is particularly evident in championing causes like cardiovascular health, historically overlooked despite its status as the leading cause of death worldwide.

Beyond their fundraising prowess, they are champions of movement building, adept at fostering collaborations and partnerships that extend the organization's reach and influence. Their strategic communication skills and innovative thinking serve as catalysts for change, igniting passion and commitment among stakeholders to advance RTSL's mission. Moreover, the ideal candidate demonstrates a proven track record of building and leading high-performing development teams, cultivating a culture of excellence and collaboration. They possess exceptional acumen in navigating complex donor landscapes and securing substantial gifts, leveraging their extensive network and strategic negotiation skills to attract significant contributions. Their deep understanding of fundraising dynamics and trends, coupled with their ability to mobilize resources and navigate the philanthropic community, makes them invaluable thought partners to RTSL's leadership team. They excel in identifying and capitalizing on funding opportunities, ensuring a consistent stream of revenue to advance RTSL's mission and drive sustainable growth.

Qualifications

Required:

- Minimum of 15 years of experience in nonprofit fundraising, with a diverse background working across various donor types, including foundations and individuals.
- Proven expertise in development strategy and implementing organization-wide fundraising programs to effectively engage a broad range of donors.
- Experience collaborating with global organizations on development strategies, donor relations, and fundraising initiatives.

- Advanced understanding of donor engagement and the decision-making process for grants and gifts.
- Demonstrated ability to create budgets, forecast revenue, and effectively manage financial resources.
- Track record of working with senior leadership and high-level executives to drive fundraising initiatives.
- Proficiency in major giving, including cultivating, soliciting and securing six- and seven-figure gifts.
- Ability to thrive in a fast-paced, entrepreneurial environment, managing multiple complex projects with competing deadlines.
- Strong interpersonal skills, with a proven ability to develop and maintain effective relationships with external stakeholders.
- Exceptional oral and written communication skills.
- Experience in managing staff and consultants, demonstrating leadership and team-building capabilities.
- Strategic mindset with intellectual curiosity, creativity, and sound judgment.
- Flexible and positive disposition, maintaining professionalism, integrity, and a commitment to excellence.
- Highly organized, results-driven, with meticulous attention to detail.
- Proficiency in using technology to streamline work processes, including CRM systems, cloud-based technology, project management, and chat tools.
- Proficient in Microsoft 365 suite, including Word, Excel, and PowerPoint.
- Willingness to work occasional nights and weekends for meetings or events with our global community.
- Ability to travel both domestically and internationally, as required.

Preferred:

- Graduate degree in a relevant field.
- Demonstrated interest in and commitment to public health and advancing health equity.
- Established relationships in the global health philanthropy space.
- Existing connections with high-net-worth individuals and key decision-makers at prominent foundations.

Compensation and Benefits

The salary for this role will fall within the range of \$230,000 - \$270,000 commensurate with experience. This is a full-time position with generous and comprehensive benefits. This role is remote but will require travel both within and possibly outside the US.

Resolve to Save Lives' EEO Statement

RTSL believes their programs are strengthened when they are developed and supported by individuals with diverse life experiences, whose understanding of social and cultural issues can help make our work and workforce more inclusive. We encourage applications from and provide equal employment opportunities to all qualified applicants without regard to race, color, religion, gender, gender identity or expression, ancestry, sexual orientation, national origin, age, disability, marital status, or status as a veteran. Resolve to Save Lives complies with all applicable US EEO laws.

To Be Considered

Please submit your resume and cover letter expressing your interest in the position and fit for the role via the ["Become a Candidate"](#) button. Letters may be addressed to Jailan Adly.

Applicants applying by April 22nd will be given priority consideration, with the position open until filled.

GoodCitizen has been exclusively retained by Resolve to Save Lives to lead this search. For questions, please contact:

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