

Girls First Fund Partnerships & Development Director

The Organization

The Girls First Fund (GFF) is a donor collaborative supported by leading philanthropic organizations and individual philanthropists who have come together to provide underfunded community-based organizations (CBOs) in the Global South with the resources they need to end child marriage.

Started in 2018, GFF believes that community-based organizations (CBOs) are in the best position to create lasting local change and to address the root causes of child marriage by tackling the power structures that encourage child marriage and prolong its status quo. GFF believes that substantial long-term change can only come when women and girls are seen as individuals with their own worth and rights. The time, commitment, and presence needed to lead that change is best provided by community-based organizations, who are a critical part of the larger ecosystem of actors that are working to end this harmful practice.

Unfortunately, CBOs are desperately and chronically underfunded. That is where Girls First Fund comes in. With a goal to radically expand resources to community-led initiatives, they are accelerating the end of child marriage and fueling the drive towards gender equality. Their approach is centered on providing core, flexible long-term support by giving grantee partners the resources and autonomy they need to succeed. GFF prioritizes women and young women led organizations while partnering with other key allies in the mission to end child marriage. The fund's strategy is rooted in the direct experience and insights of their grantee partners. As a fund, GFF provides an easy mechanism for other philanthropists to join its mission. GFF's goal is to catalyze CBOs to end child marriage and increase gender equality by 2030.

Learn more about Girls First Fund [here](#).

The Opportunity

To date, Girls First Fund is the largest donor collaborative of its kind, bringing together leading philanthropic organizations and family foundations; including the Ford Foundation, The David & Lucile Packard Foundation, Children Investment Fund Foundation, Echidna Giving, The Kendeda Fund, and the Foundation for a Just Society. The core members of the collaborative have made significant long-term commitments to support CBOs in their efforts to end child marriage.

Girls First Fund launched their first year of grantmaking in 2019 in the Democratic Republic of the Congo, Dominican Republic, India, Nepal, Niger, and Uganda. Since their inaugural grants, GFF has already provided \$11.4 million in funding to 177 grantee partners with 86% of grants made to young women and women-led organizations.

The Fund is achieving impact and seeks to drive its activities to scale. It has set a goal to secure an additional \$40 million in new fund commitments by 2030 to resource organizations at scale and accelerate progress towards its mission.

Girls First Fund now seeks a dynamic, bold, and globally fluent fundraising professional who will work in partnership with the Fund's Director to propel its mission forward. The Girls First Fund Partnerships and Development Director will spearhead the fund's first fundraising strategy and play an instrumental role in achieving the fund's aspirational objective to fulfill its mission, expand its impact, and reach its target goal by 2030.

This is an exciting opportunity for a strategic fundraiser and relationship builder to create lasting impact by galvanizing a thoughtful and intentional network of donors who are deeply committed to working collaboratively to end child marriage. The Partnerships and Development Director will work in partnership with the Fund's Director to bring additional funders to the table while maximizing and leveraging Girls First Fund's current network of committed donors and partners to end child marriage around the world.

Key Responsibilities

Design, Develop, and Facilitate Fundraising Strategy

The Partnerships and Development Director will be responsible for stewarding and increasing Girls First Fund's foundation and philanthropic giving by providing strategic vision for the development of a comprehensive institutional giving strategy.

- Working in partnership with Girls First Fund's Director, establish a strategic vision and fundraising plan to ensure the fund's goals are met. A near-term goal of 11% growth by 2024 (\$11.5 million in commitments) has been set. Subsequently, the goal will be 30% growth annually to reach the Fund's ultimate target of \$40 million by 2030.
- Develop annual fundraising milestones and lead the design, development, and implementation of the fundraising strategy required to achieve those goals.

Donor Cultivation and Relationship Management

The Partnerships and Development Director will provide critical support to the Fund's Director to maximize and leverage Girls First Fund's Board of Directors, existing donors, and strategic partners to identify and cultivate institutional prospects with a particular focus on family foundations, institutional donors, and

high-net-worth individuals who have the capacity to make six to seven-figure multi-year, unrestricted commitments.

- Support Girls First Fund's Director to engage external stakeholders including board, current funding partners, and peer organizations in critical network activation and introductions to new institutional prospects.
- Ensure that Girls First Fund's Director is prepared, briefed, and supported during cultivation, solicitation, and stewarding of existing donors and partners.
- Maximize and leverage Board of Directors, existing donors, and strategic partners to identify and cultivate institutional prospects with a particular focus on family foundations, institutional donors, and high-net-worth donors.
- Collaborate with Fund Director, program team, Senior Communication Officer, and grantees to draft thoughtful, compelling communications including but not limited to; grant proposals, letters of inquiry, reports, acknowledgment letters, and concept notes, and other external facing materials in a manner that aligns with GFF's growth plans, core values, and grantee impact.
- Maintain strong and mutually beneficial relationships with Girls First Fund's sister organization [VOW for Girls](#) and strategic partner [Girls Not Brides](#).

Strategic Fundraising Management

The Partnerships and Development Director will provide exceptional project management to advance GFF's fundraising priorities to obtain catalytic revenue from new and current donors.

- Steward entire cycle of identification, research, qualification, cultivation, solicitation, and donor engagement for all current, prospective, and new donors.
- Operationalize and implement fundraising strategy to grow base of donor members joining the collaborative; ensure that engagement and cultivation activities build, maintain, and strengthen relationships with and between current and new donors.
- Develop and maintain feedback mechanisms to ensure that GFF's Director, relevant staff, board, and donors are kept current regarding all strategic philanthropic relationships.
- Develop donor research, prospecting, acknowledgment, and reporting systems to support annual and long-term fundraising efforts.
- Stay apprised of trends in philanthropy and like-minded organizations in the funder collaborative and women/girls rights space.

Ideal Candidate

Girls First Fund seeks a development professional with a minimum of ten or more years of direct fundraising experience working with global nonprofits, funder collaboratives, and/or foundations.

The ideal candidate is an exemplary fundraiser with a successful track record of identifying, cultivating, soliciting, and stewarding major gifts from institutional donors, family foundations, and individuals at the level of six to seven-figures or greater. They ideally bring experience working on and understanding the unique nature of funding collaboratives. They bring demonstrated experience raising unrestricted funds and securing multi-year commitments.

They are entrepreneurial and forward-thinking, and passionate about the mission with a strong commitment to gender and social justice. They should have deep knowledge of the key funders in the women and girls funding space.

They must be comfortable, confident, and have a proven track records working with family foundations, institutional donors, and/or high-net-worth individual philanthropists with an interest in forging those long-term relationships. They should have a solid understanding of how to successfully engage those donors in a manner that maintains the momentum of a collaborative and leads to deeper commitments from those members. They are a strong project manager, proposal writer, and collaborator who is extremely organized and highly motivated.

The Partnerships and Development Director will take a proactive approach to fundraising, conducting research, building out new pipelines, and expanding markets. They have experience designing, planning, and implementing successful comprehensive fundraising plans and operations. They utilize new methods of constituent engagement and connectivity and will be driven to innovate in developing advanced best practices in donor collaboration.

Girls First Fund is looking for a fundraising leader who is bold, creative, and energized by new models of philanthropic partnerships. The Partnerships and Development Director will have a knowledge of the principles, ethics, and best practices of modern fundraising. A leader with a demonstrated commitment to racial, social, and economic justice who has a nuanced understanding on how systemic structural issues and power dynamics can play out in philanthropy. They should bring a commitment to ensuring that Girls First Fund grantee partners play an active role in determining how their stories and the stories of the communities they serve are told, shared, and amplified.

Girls First Fund EEO Statement

Girls First Fund is a fiscally sponsored project of Capital for Good, a US 501 (c3). Capital for Good/Girls First Fund is an equal opportunity employer. They strongly encourage and seek applications from women, people of color, and bilingual and bicultural individuals, as well as members of the lesbian, gay, bisexual, and

transgender communities. Applicants shall not be discriminated against because of race, religion, sex, national origin, ethnicity, age, disability, political affiliation, sexual orientation, gender identity, color, marital status, or medical condition including acquired immune deficiency syndrome (AIDS) and AIDS-related conditions.

Candidates from the Global South, those with lived or work experience in the Global South, and/or have developed their professional experience within a global context will find such a background useful in this role and are strongly encouraged to apply.

Location

This position is remote with a flexible work from home schedule. An estimated 25% travel may be required to attend necessary meetings and events.

Salary and Benefits

The salary range for this position is between \$120,000 - \$160,000 USD depending on experience and location. GFF provides a competitive benefits package that is adapted to contractual status.

To Be Considered

Please submit your resume and cover letter expressing your interest in the position and fit for the role via the Becoming a Candidate button.

Applicants applying by July 8th will be given priority consideration, with the position open until filled.

The Girls First Fund is committed to the highest standard of safeguarding and protection. Employment is conditional upon the successful completion of background checks and compliance with our safeguarding policy is a contractual requirement.

The search for a Partnerships and Development Director at Girls First Fund is being led by:

Jailan Adly

Celene Haque Tanner

Managing Director

Engagement Manager

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