



Regional Director for the Americas

BACKGROUND

The Global Fund for Children (GFC) advances the dignity of children and youth around the world through small grants to community-based organizations working with vulnerable children and youth. To date, GFC has awarded nearly \$40 million in grants to more than 635 organizations in over 75 countries. GFC also provides support to these grassroots partners in areas such as organizational development, leveraging of additional funding, and creating a platform to build networks and share learning.

SCOPE AND PURPOSE OF WORK

GFC is seeking a full-time Regional Director for the Americas who believes in the possibility of social transformation for children and youth and the grassroots organizations that serve them. The Regional Director will join a dynamic global team inspired to advance rights, opportunities, and equality for children and youth at the margins of society through multi-year, flexible funding for community-based organizations and through other efforts to enable these groups to thrive. The Regional Director will lead grantmaking in the Americas and contribute experience across GFC's global portfolio, including in the areas of thought leadership and donor relations. The Regional Director will serve as the main point of contact for the regional strategy and will lead key regional initiatives.

The ideal candidate will have strong program experience in one or more of GFC's thematic focus areas—youth empowerment, gender equity, education, and freedom from violence and exploitation—as well as experience in a functional area related to nonprofit management. In addition, the candidate will have experience working in Latin America, particularly with local community-based organizations; knowledge of key issues relevant to children and youth, especially girls and young women; and understanding of current social developments in the region. GFC is looking for a dynamic, strategic thinker with an entrepreneurial spirit who values collaboration and relationships and is also comfortable with independent work. The candidate will be an empowering manager of people who inspires his or her direct reports toward excellence and professional growth. The position includes domestic and international travel and is based in Washington, DC.

ESSENTIAL RESPONSIBILITIES

Grantmaking and Capacity Building

- Build and refine the current regional portfolio, in alignment with GFC's thematic focus areas, in relation to trends, gaps, and funding opportunities in the region.
- Identify regional community-based organizations that fall within GFC's thematic focus areas and funding criteria through scouting visits and engaging networks and contacts in the region.



- Oversee all stages of grantmaking for the region, including proposal review and assessment, recommendation drafting, due diligence, and monitoring.
- Accompany grassroots partners throughout a multi-year GFC partnership, serving as a mentor and coach to identify and address needs for organizational and programmatic capacity building.
- Contribute to the design and delivery of capacity-building services targeted to specific partners, including Knowledge Exchange convenings, site visits for monitoring purposes, and additional grants and support to advance organizational and programmatic development.
- As relevant, contribute to project design, proposal development, and grassroots partner support and mentorship outside of the Americas when these areas align with the Regional Director's content knowledge.
- Review and prepare analyses of progress, final, and exit reports from grassroots partners and highlight relevant work for program learning, communications, and fundraising.
- Ensure timely and high-quality completion of project deliverables and reports.
- Collaborate with grants management team to ensure due diligence and donor compliance.

People Management

- Provide mentorship and coaching to direct reports, including staff and consultants, to enable successful achievement of objectives and professional growth.
- Recruit, hire, and supervise new staff as opportunities emerge.

Resource Mobilization

- In partnership with the fundraising team, serve as a programmatic lead to identify, cultivate, and vet funding and in-kind opportunities to support grassroots partners for the Americas and for other regions as relevant.
- Contribute to project design and content for proposals and grant reports.
- In collaboration with the fundraising team, develop and nurture relationships with existing and potential funders when direct field knowledge and experience are valuable to these relationships.

Learning and Thought Leadership

- Contribute to raising the visibility of child and youth issues, the work of grassroots partners, and GFC through speaking at conferences and other events and writing articles and blogs.
- Contribute to collaborative efforts in the field to elevate and fund critical issues affecting children and youth through active participation and leadership in philanthropic affinity groups, peer initiatives, and collaborations.
- Elevate approaches and innovations from grassroots partners to share across GFC's portfolio and externally as relevant.



- Be a key contributor within the programs team and actively participate in strategic thinking, knowledge management, and cross-team collaboration.

Reports to: Vice President of Programs

Supervises: Program Officer, Americas; Regional Consultant for Mexico; and Program Officer for Movement Building and Advocacy (dotted line)

ESSENTIAL REQUIREMENTS AND QUALITIES

- 7–10 years of experience in a relevant sector, with increases in responsibility; ideally including program experience in at least one of GFC’s four thematic focus areas: youth empowerment, gender equity, education, and freedom from violence and exploitation.
- Demonstrated experience in one or more functional areas for organizational development, such as diagnosing organizational health, strategic planning, project management, managing change, effective leadership, fundraising, and evaluation.
- Strong interest in community-based organizations and deep understanding of their common strengths and challenges, global issues affecting socially excluded children and youth, and youth-led movement building.
- Full professional proficiency in Spanish and English.
- Deep commitment to continuous learning and its practical applications, including learning about self, others, and the field.
- Strong project management and organizational skills.
- Solid knowledge of Latin America, with a preference for an understanding of the rights of women and girls in the region, ideally from a combination of working and studying in the region.
- Understanding of grants in the nonprofit sector from the perspective of a funder and/or an implementer.
- High emotional intelligence, attention to power dynamics, and the ability to develop trusting relationships with diverse individuals from different backgrounds.
- Confident and clear oral and written communication skills.
- Flexibility and adaptability; ability to shift styles to fit the needs of various cultures, people, and organizations.
- Ability to travel domestically and internationally as required (~20%).
- Fluency in MS Office applications and the ability to learn new programs, including GIFTS online.
- Sense of humor.
- Candidates must possess US work authorization.

Preferred



- Additional language proficiency relevant to the region and/or other areas of GFC, with special interest in Portuguese, French, and Haitian Creole.
- Practical experience with facilitation and/or training or coaching.
- Previous experience living, working, or studying in the Global South (ideally in Latin America).

COMPENSATION

- Salary: \$65,000.
- Position is full-time with full benefits, including health and dental insurance and vacation.
- The Global Fund for Children is an equal opportunity employer.

Location: Washington, DC

HIRING PROCESS AND TIMELINE

Please visit our website at www.globalfundforchildren.org to learn more. To apply, please send a concise cover letter and a resume or curriculum vitae in one PDF (submitted in English) to careers@globalfundforchildren.org with “Regional Director for the Americas” in the subject line, by October 31, 2017. No phone calls, please.