

LEADERSHIP PROFILE
AmeriCares
A Passion to Help. The Ability to Deliver.

Senior Vice President, Development
AmeriCares
Stamford, Connecticut

To help more people live longer, healthier lives.

--AmeriCares mission

THE ORGANIZATION

AmeriCares is a global nonprofit that delivers urgent, lifesaving disaster assistance and aid to people in need. Since 1982, the organization has provided \$10.5 billion in critical medicines, medical supplies and humanitarian aid to people in 164 countries, across the United States and around the world.

Renowned for efficiency, logistics and speed, AmeriCares response teams are among the first on the ground after a natural or man-made disaster, delivering critical medicines, supplies, and filling gaps in the response effort. Post-emergency initiatives help communities rebuild from disasters, and ongoing medical assistance provides aid to 2,500 hospitals, clinics and community health programs all over the globe. In the U.S., AmeriCares supports 400 clinics serving the uninsured and underinsured and operates three Free Clinics in Connecticut.

Now in its 30th year, AmeriCares has a transformative aspiration: to play a more integral, vital role in global public health solutions. Building on its core strengths, AmeriCares plans to develop, pilot and field new strategic initiatives,



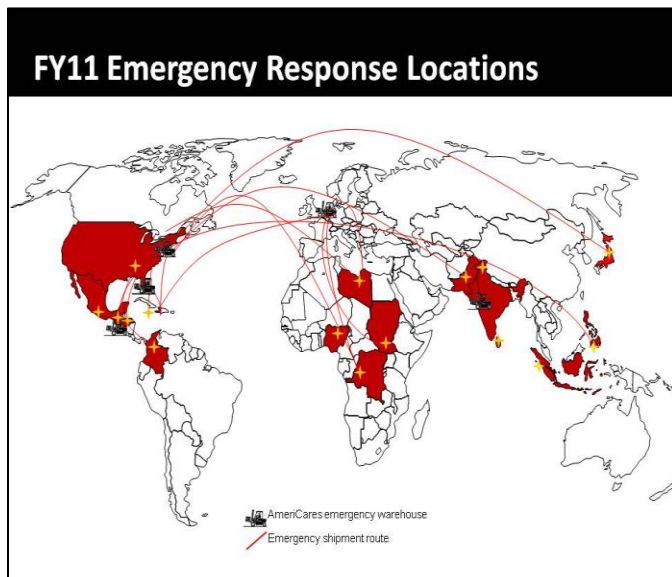
Click [here](#)
for a brief
video on
AmeriCares



"building strong foundations for nonprofits"

programs and partnerships that integrate medical and other resources to create critical public health outcomes. The organization will track results, achieving measurable gains for targeted populations, diseases and public health issues. Corporate donors and grant making foundations will be particularly important to the new strategic initiative.

AmeriCares is 100% privately funded. Through 250 corporate partners and 100,000 donors, the organization annually delivers over \$500 million in assistance. Only 2% of expenses go to administration and fundraising, with 98% going to programs in the form of cash, medical and other gifts-in-kind.



During 2011, AmeriCares responded to some 20 disasters on six continents, including the Japanese earthquake and tsunami. It deployed support, supplies and programs in the U.S. and to more than 100 countries.

AmeriCares Programs

- Global Medical Assistance
- Emergency Response
- Post-Emergency Initiatives
- Medical Outreach Program
- Primary Care (Clinics)

For more about AmeriCares, visit www.americares.org.

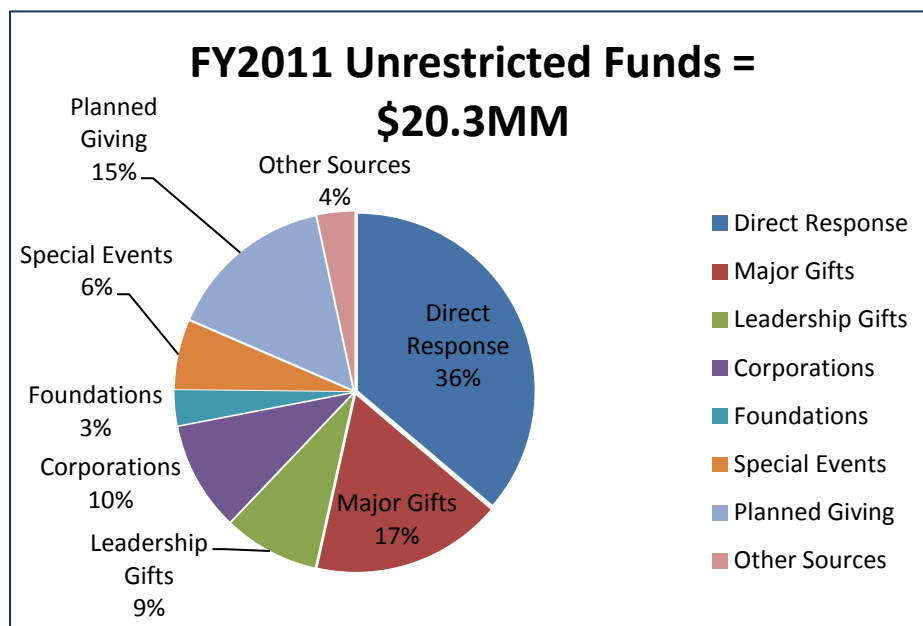
THE OPPORTUNITY

The SVP, Development has a significant opportunity: to play a leadership role in taking AmeriCares to the next level in resource acquisition and impact. Under the leadership of President & CEO Curt Welling, who succeeded AmeriCares founder Bob McCauley in 2002, the organization has developed strong talent and infrastructure, accelerated mission delivery and deepened impact.

A full-spectrum professional Development team and program are in place. Last year, the Development team raised \$36 million, of which \$20.3 million was unrestricted. The unrestricted goal for FY12 is \$23 million.

The SVP has a bold, exciting mandate:

- To provide vision, leadership and strategy for significant growth across the fundraising spectrum.
- To move AmeriCares to greater development innovation, execution and success.
- To inspire and manage a world-class development team.
- To be a compelling external “face” of AmeriCares with donors, volunteers and the public.
- To bring business and change management acumen, and to lead, prioritize and align resource priorities and investments.



AmeriCares is at a promising inflection point. As the organization prepares to build on its strengths with an expanded focus on public health outcomes, the SVP will provide strategic vision and leadership. By applying knowledge, experience, innovation and a steady hand, the SVP will contribute to AmeriCares overall success and lead the development function to new levels of excellence and collaboration across the organization.

Challenges include leading transformative change, leveraging emerging philanthropic trends, creating new opportunities for large-scale corporate and foundation partnerships and focusing on the most significant priorities.



AmeriCares is poised for growth. With outstanding leadership in place at the Board and staff levels, a strong development infrastructure and committed corporate partners and donors, the timing is right for new programmatic initiatives that will significantly enhance AmeriCares resources and impact.

The organization has a powerful new vision and set of opportunities. Its commitment to efficiency and accountability, and its gift-in-kind model, enable AmeriCares to deploy a remarkable 98% of resources to Program Services. The new SVP will build upon these and other strengths, moving Development innovation, teamwork and results to new levels.

A SAMPLING OF AMERICARES CORPORATE PARTNERS

Abbott AstraZeneca Baxter Boehringer Ingelheim Bristol-Myers Squibb	Deloitte GE Foundation GSK Hilton Foundation MetLife	Odyssey Re Oracle sanofi-aventis U.S. Whole Foods Market Pfizer
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THE RELATIONSHIPS

The Senior Vice President, Development reports to the President & CEO and is part of the Leadership Team.

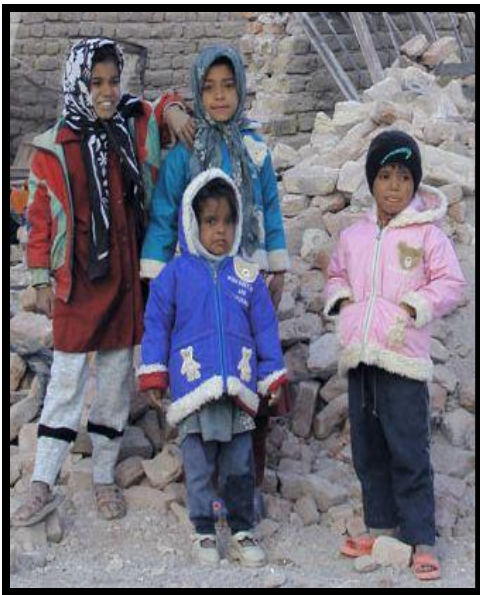
Reports to:	President & CEO
Manages staff working in the following areas:	<ul style="list-style-type: none"> • Institutional Relations (Corporations & Foundations) • Individual Philanthropy (Leadership, Major and Planned Gifts) • Direct Response • Donor Relations • Special events
Other key relationships include:	<ul style="list-style-type: none"> • Board Chair and Board members • Board Development Committee • Peers leading other functions: Communications & Marketing, Global Program Operations, Finance & Technology, Human Resources • Colleagues in other areas of the organization • Peers at partner and colleague organizations

THE LOCATION

The SVP position is based at AmeriCares headquarters in Stamford, Connecticut, a coastal community located 25 miles northeast of New York City and 40 miles southwest of New Haven. With a motto of “The City That Works!,” this economically sound community is headquarters to Gen Re, Purdue Pharma, GE Capital, UBS, Gartner Group, and other corporate leaders.



THE RESPONSIBILITIES

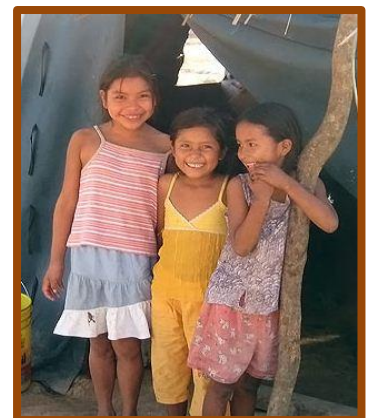


The SVP’s mandate is transformative and exciting.

The new SVP, Development has the opportunity to expand AmeriCares fundraising leadership, strategy and results to achieve significantly higher revenue targets and greater success. The SVP will be an energizing, compelling and experienced leader with superior relationship skills. She or he will have a track record of growing teams and organizations. The SVP will have personal fundraising expertise, and will have held leadership, management and executional roles relevant to AmeriCares challenges and aspirations.

The SVP will have and inspire passion for AmeriCares mission, and will bring critical assets including the ability to:

- 1. Provide vision, leadership and strategy for growth.** The SVP will be a dynamic, inspiring, big-picture leader with a track record of growing resources. He or she will be experienced in high-level relationship-based fundraising and/or selling in corporate and major gifts contexts. The SVP will have strong strategic planning skills and be a credible, compelling innovator capable of significant growth.
- 2. Move AmeriCares to the next level of fundraising execution and success.** The SVP will be strong at both strategy and execution—a leader, strategist and doer. In close partnership with AmeriCares Program team, the SVP will develop significant new funding opportunities for corporate partners, foundations, current and prospective high-level donors. The SVP will drive donor-centered fundraising, engagement, stewardship and implementation across the organization.



3. Inspire and lead a world-class team. The SVP will be a highly collaborative, effective team-builder and builder of relationships across functions. She or he will foster an environment of high engagement, performance, entrepreneurship and continuous improvement within the Development team. The SVP will be skilled at analyzing the business and setting priorities within an environment of change and complexity.

4. Be a compelling external “face” of AmeriCares. As the top fundraiser and a member of the Leadership Team, the SVP will be a compelling, articulate leader for the Board and with high-level corporate, individual and foundation donors. He or she will be a seasoned, energizing external spokesperson, presenter and relationship builder.

“When AmeriCares arrived at the hospital, they were carrying exactly what we needed. Their deliveries of medicines and medical supplies were critical to providing lifesaving care to people in desperate need.”

*Dr. Richard Salnave
Head Surgeon at Canape’ Vert
Hospital in Port-au-Prince, Haiti*



5. Bring business and change management acumen. The SVP will play a leadership role in transforming AmeriCares scope, scale and impact. She or he will participate in organization-wide innovation, strategic planning and transformation. The SVP will contribute to high-quality decision-making across the business, and especially in matters of revenue generation and investments for growth.

THE CANDIDATE

The ideal candidate is a visionary leader with a significant track record of resource growth, innovation and relationship building. The SVP will be an experienced professional, compelling leader, and manager with intelligence, intellectual curiosity and wisdom born of broad-gauged life experience. Passion for AmeriCares mission and the ability to communicate that passion is particularly important as is an understanding of global socio-economic, disaster and public health contexts.

Assets being sought include:

- Optimism, high energy and a personality that inspires passion and support for the mission.
- Strong emotional intelligence and listening skills.



- Uncommonly strong communications and relational skills; a compelling presenter and authoritative voice.
- Ability to analyze and confidently tackle problems in a thoughtful, fair and collaborative manner.
- Ability to excite and unite staff around common priorities and strategies, and to inspire teamwork and results.
- Ability to attract and retain top talent.
- Flexibility, open mindedness, and ability to create an environment that welcomes change, invites feedback and encourages effective engagement.
- Ability to manage opportunities in a way that balances short-term and longer-term needs and drive extraordinary performance.
- A bias to action, continuous learning, improvement and results.
- A collaborative, can-do, results-oriented style that is a good cultural fit.
- A sense of humor.

Compelling candidates could come from a variety of contexts, and will bring at least 15 years of significant resource development and management experience in an organization with a reputation for quality and excellence. AmeriCares is an Equal Opportunity and Affirmative Action employer, and a diverse slate of compelling candidates is actively being sought.

For potential consideration or to suggest a prospect, please email
AmeriCares@BoardWalkConsulting.com
or call
Kathy Bremer or Joan Schlachter at 404-BoardWalk (404-262-7392).
For the current status of this and other searches, please visit
www.BoardWalkConsulting.com

