



International Crisis Group
Director of Individual Giving and Corporate Philanthropy
New York, NY

Recognized as the world's leading independent, non-partisan source of information, analysis and policy advice on the prevention and resolution of deadly conflict, International Crisis Group (Crisis Group) seeks a dynamic and strategic Director of Individual & Corporate Philanthropy. The successful candidate will demonstrate the capacity to clearly articulate the complex array of international issues and impact that comprise the organization's work. They will cultivate and steward longstanding philanthropic relationships with global investors while identifying new champions to support the organization's strategic growth.

Headquartered in Brussels, with additional Advocacy Offices in New York, Washington, D.C., and London, Crisis Group is host to around 110 staff members worldwide. Crisis Group's expert analysts are based around the world conducting in-depth, on-the-ground research from the Middle East and Asia to Latin America and Africa. Crisis Group is currently monitoring 70 conflicts and potential conflict situations and is a prolific publisher of seminal reports and briefings as well as a monthly CrisisWatch bulletin. Using this rigorous and actionable reporting, Crisis Group's senior staff and Board of Trustees, who are highly experienced in government and international affairs, engage with decision-makers with the aim of influencing policy in pursuit of peace.

Newly appointed CEO Robert Malley recognizes this as an era of "new wars and atrocities, the erosion of multilateralism, escalating geopolitical rivalries and crises in a number of established democracies," and is leading Crisis Group to address this new landscape by becoming demonstrably effective in conflict resolution and more active and visible in global debates through stronger advocacy and strategic communications, and cross-thematic emphasis on policy and discussion.

In support of these endeavors, the new Director of Individual & Corporate Philanthropy will lead Crisis Group's fundraising efforts with individuals and corporations. Annual revenue responsibility for this position represents 25% of the organization's revenue – over \$5 million – and growing year-over-year to meet the organization's targets for programmatic growth. Reporting directly to the President & CEO, the Director will supervise a team of development staff based in New York and London.

Personally cultivating, soliciting, and stewarding a portfolio of donors at the \$25,000+ giving level, the Director will identify and qualify new donors to meet both individual and organizational fundraising goals with an objective of elevating portfolios to reflect donors at the six- and seven-figure giving levels. There will be a focus on growing participation in the organization's membership-based President's Council and



International Advisory Council, consisting of global leaders from corporations and foundations as well as individuals who unwaveringly advocate for peace.

Additionally, Crisis Group will look to the Director to contribute to the discussion on strategic priorities, as well as identify and create new initiatives for funding such as the recently established endowment in memory of activist [Asma Jahagir](#) and fellowships for [The Economics of Conflicts](#). The Director will also forge strong partnerships with development colleagues in the Private Sector, Government Relations, and Foundation Relations teams to engage donors with cross-cutting interests and broaden philanthropic conversations.

Working in a fast-paced, challenging and intellectually stimulating work environment, the Director will play a critically important role in continuing and enhancing Crisis Group's existing development efforts. The ideal candidate will have excellent organizational and interpersonal skills and will take a highly-experiential approach to donor relations. Experience managing advisory or membership groups is desired. Impeccable verbal and written communication skills are required with the interest and competence to interact with a diverse constituency of accomplished individuals from a multitude of professional backgrounds, academic fields and countries.

With a passion for international relations, the successful candidate will be results-driven and is expected to have a Bachelor's or advanced degree with 7-10 years of experience in resource development or a related field. This role is ideally located in Crisis Group's advocacy office in New York City, although consideration to being housed in the Washington, DC office will be given.

Learn more about Crisis Group and its efforts in helping to resolve some of the most intractable conflicts of our time at www.crisisgroup.org.

Primary Responsibilities of the Director

- Provide leadership, vision and direction to the work of the Private Sector Team, supervising and mentoring staff and managing the team's budgetary and administrative matters in consultation with senior management; and work closely with the Director of Government & Foundation Relations to reach to overall fundraising objective;
- In close collaboration with the President & CEO, develop and implement strategies to strengthen Crisis Group's private sector fundraising efforts with a focus on major gifts and high value corporate engagement, in collaboration with other staff and with the Board Development Committee;
- Manage relationships with a select group of the organization's highest-level donors who serve on the Board, manage multimillion-dollar grants and oversee the management of International Advisory Council (\$25K-\$50K), President's Council (\$100k+), Ambassador's Council and other major donors by the Development Team;
- Initiate, oversee and manage a robust program of global fundraising events annually designed to cultivate and steward donors including engagement activities such as forums, symposiums, private dinners, briefings and Council trips;



- Provide leadership on all private donor initiatives including proposals for targeted support, conceptualizing and negotiating donor naming opportunities, special fundraising campaigns, online appeals, donor conference calls and periodic donor delegations to the field;
- Manage and strengthen relationships with Trustees who have the potential to support fundraising; work with the President to increase Board engagement in fundraising.

Attributes of the Ideal Candidate

- 7-10 years of fundraising experience with individual and corporate major gifts, including at least 5 years at a senior level and preferably in an international context or at a policy organization;
- Experience in managing and mentoring development staff and in working with volunteers and Board members supporting fundraising efforts;
- Interest in and aptitude for the policy issues with which Crisis Group works and the capacity to synthesize complex, interrelated subject matter into clear language that speaks to the essence of an issue while maintaining clarity around the big picture;
- Ability to think critically and quickly gain substantive knowledge and comprehension of the Crisis Group's mission, programs, projects and activities to effectively present potential giving and membership opportunities to prospective donors;
- Strong interpersonal and communication skills, including excellent public presentation skills, strong writing skills and a demonstrated capacity for effective teamwork;
- Facility for presenting information in ways that capture the interest of active and prospective supporters of Crisis Group's work.
- High degree of initiative and demonstrated ability to prioritize and handle multiple time-sensitive tasks simultaneously in a fast-paced work environment;
- Keen interest in and knowledge of international affairs or related fields;
- Knowledge of Microsoft Office Suite required and Raiser's Edge or similar relational database desirable;
- Integrity, creativity, energy and independence; a collegial, understanding style that contributes to the overall team;
- Ability to undertake periodic travel to (inter)national destinations and willingness to work flexible hours when needed.

How to Apply

International Crisis Group has retained Talent Citizen to assist in this recruitment. Vice President Adele Mezher is leading this search. Please submit your resume and a cover letter outlining your interest, the reasons why you are best suited for the position and would be a great addition to the Development team, and where you learned of the position. Applications should be sent to: icg-dicp@talentcitizen.com.