



JOB ANNOUNCEMENT FOR HCWH-ASIA FUNDRAISING MANAGER

Organization Overview

Health Care Without Harm (HCWH)¹ is a 20-year-old international NGO working to transform global health care so that it reduces its environmental footprint and becomes a community anchor for sustainability and a leader in the global movement for environmental health and justice. HCWH has regional offices and partners in the US, Asia, Latin America, and Europe, and oversees the Global Green and Healthy Hospitals (GGHH) network, which has 656 members from 37 countries representing the interests of 20,590 hospitals and health centers.

Health Care Without Harm Asia, which is based in Manila, the Philippines currently focus its work primarily in the South East Asia region. It is part of the global HCWH network— which also has regional offices in the United States, Europe and Latin America, as well as strategic partners in South Asia, China, Australia and Africa.

Position Overview

In pursuit of the growth opportunities in the Asia Region, HCWH-Asia is seeking a dynamic and entrepreneurial Fundraising Manager to plan, implement, and support all aspects of fundraising. The HCWH-Asia Fundraising Manager will lead the work of raising funds and resources for HCWH-Asia to pursue its twin missions of transforming the health care system into a low-carbon, climate-resilient network of green hospitals/health facilities in the Asia region and mobilizing health sector as public advocates on health and climate.

Responsibilities:

The Fundraising Manager will assume the following roles and responsibilities:

- Lead the development and implementation of an integrated development strategy for HCWH-Asia, aligned with the overall goals and strategic direction of HCWH global organization and the broader strategy for international fundraising;
- In concert with the Executive Director and global fundraising team, lead in the development and execution of fundraising strategies, goals and plans for HCWH-Asia;
- Proactively seek new funding sources and maintain relationships with current/past donor by determining the appropriate roles for staff and Board members to play in cultivating, soliciting, and stewarding donors and prospects;
- Coordinate and support staff, Board, and Advisory Council members in executing donor-specific strategies as needed;
- Act as an engaging and responsive representative of HCWH-Asia in interactions with current and potential funders and work collaboratively with staff across the organizations to identify avenues of funding support for programs/projects;
- Create compelling grant proposals, solicitation letters and individual donor proposals, coordinating with appropriate staff on content, and collaborate with the Marketing Director on packaging and marketing these materials to philanthropic supporters;
- Report regularly on the status of the fund-raising and development pipeline to the Executive Director and coordinate on a regular basis with the global fundraising team.

¹ www.noharm.org

Qualifications:

The Fundraising Manager will be an accomplished fundraiser and development professional and an energetic leader who has a passion for the mission of HCWH-Asia. We are seeking an individual with:

- Minimum of 5 years of development experience with a broad knowledge of fundraising and proven success in building relationships with foundations, corporations, individuals, and/or government;
- Demonstrated ability to identify, cultivate, solicit and steward donors, with excellent relationship-building skills and compelling written and oral communication skills;
- Strong strategic ability coupled with the project management skills and results-orientation needed to execute and achieve results;
- Collaborative leader who can foster effective and thoughtful partnerships with staff across HCWH regional and global offices;
- Prior experience in building teams and working with geographically disparate colleagues;
- Knowledge of best practices for development infrastructure, including development information systems, planning, finance, and budgeting;
- Passion for HCWH, as demonstrated by prior experience or strong interest in health care, climate and environmental causes, waste management, health facilities, and human rights; and
- Ability and willingness to travel as required.

To apply:

Please email together with your resume, a brief sample of awarded grants, Donor reports, and a thoughtful cover letter, outlining how your skills and experience will benefit the campaign to Ramon San Pascual, Executive Director (mon@no-harm.org) and Joyce Lanuza, Deputy Director (joyce@no-harm.org) with the subject line **“HCWH-ASIA Fundraising Manager”**. Deadline for submission of application is on September 2, 2016. Screening and interviews will begin immediately. No calls, please.

Health Care Without Harm is an Equal Opportunity Employer.