



Development Director

Location: San Francisco, CA

D-Rev is an international nonprofit that designs and delivers medical technologies to close the quality healthcare gap for underserved populations. We are a portfolio company that focuses on health issues that disproportionately affect the poor, with the users and patients at the center of our design process. We believe that no one should die or suffer from an easily treatable health condition. To date, we have two product lines with a total of five products, and are currently developing products in two new issue areas. The scaling of our first product Brilliance is monumental in global health – it is one of the earliest examples of a nonprofit-developed global health product scaling through the market and impacting the world’s poorest patients. Brilliance has treated [over 250,000 babies](#) with confirmed installations and use in 20 countries, all low- and middle-income. D-Rev has been recognized by *Fast Company* as one of the World’s Most Innovative organizations and the World Economic Forum as a *Technology Pioneer*, and we are backed by top-tier funders such as the Draper Richards Kaplan Foundation, USAID, Mulago Foundation, Autodesk Foundation, and others.

We are seeking a Director of Development who will be an integral part of our dynamic San Francisco-based team, and lead fundraising for D-Rev. S/he will be a thought partner with and report to the CEO, and set the strategic direction of the development team - from cultivation of donors to solicitation and stewardship. The successful candidate will have demonstrated fundraising success, thrives on building strong and dynamic partnerships, and the high-level organizational skills and critical thinking for effective resource allocation. We are looking for someone who is comfortable both leading and supporting fundraising activities. The ideal candidate is a results-focused professional with vision, creativity, and an entrepreneurial spirit. We have a small and energetic team, and this is a roll-up-your-sleeves kind of job at an organization that is positioned for high growth expansion.

At D-Rev, we see our funders as key partners in achieving our mission, and many are critically engaged beyond philanthropic giving. Our fund development team includes a part-time Donor Relations Manager, a long-time contract graphic designer, and Smarter Good, a fund development contractor who oversees research, proposal preparation, and reporting.

The ideal candidate is passionate about D-Rev’s mission, is a strategic thinker, possesses exceptional interpersonal skills, and has outstanding written and verbal communications abilities. S/he also has a keen understanding of the fundraising landscape, and capable of expanding in the role as we grow.

Key characteristics:

- You have a powerful ability to excite and engage others
- You are results-oriented, driven by meeting financial targets and are energized by leading the development function
- You have a track record as an exceptional communicator, in writing and verbally; a charismatic presence who is also adept at writing/editing quality proposals, solicitation letters, donor correspondence, and other kinds of material
- You are flexible, a problem solver, who knows how to push the envelope, and an incredibly fast learner.
- You have fortitude, drive, and flexibility, with an ability to find alternative ways to reach funding objectives when barriers arise; a tactful and skilled negotiator.

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D-Rev is a 501(c)(3) non-profit organization.



- You are systematic and detail-oriented in your approach expressed through great time management, record keeping, and thorough follow up.
- You are dedicated to letting no ball drop, deftly juggle multiple tasks, and feel happiest at work when you have all your tasks in order.
- You are a critical and empathetic thinker, able to effectively manage a development pipeline
- You thrive as part of a team of mission-driven, dedicated thinkers and doers.

Key Responsibilities:

Donor Development

- In collaboration with the CEO and our Donor Relations Manager, create and then continually update a fundraising plan, setting fundraising objectives, success metrics and identify board members that will be actively involved in fundraising activities.
- Identify, cultivate, and engage a wide range of stakeholders, including high-net worth individuals and foundations, enhance our capacity to approach the right funders with strong proposals and pitches, and work to evolve the strategy to tap new funding streams.
- Experiment with new fundraising strategies or mechanisms, striking key partnerships, and transforming the way we engage with our partners and community of supporters.
- Build a significant pipeline of well-aligned funders—with a focus on foundations and high net worth individuals who can give \$200,000+ per year—and support outreach.
- Contribute to the overall strategy of D-Rev as a key member of the business development team.
- Manage a portfolio of individual donors and lead all stages of engagement

Systems and Communications:

- Oversee development and execution of external-facing communications assets. Create content for external audiences; donors, board and stakeholders
- Work with project managers and other D-Rev-ers to develop pitches tailored to key partner audiences, and ensure readiness of staff
- Forecast giving targets and ensure they are met by the team
- Track and record activity on accounts and help close deals to meet targets
- Manage donor management and tracking systems to streamline development activities, and facilitate strong relations with a broad range of partners.

Qualifications & Characteristics:

- Minimum of six years of work experience; demonstrated success in fundraising, sales, sales support, or client management is essential
- Effective storyteller who consistently communicates (oral and written) in a compelling manner



- Exceptional relationship and interpersonal skills: a strong listener who demonstrates patience, tact and authenticity
- Experience working in low-income economies, tech-for-good or global health is strongly preferred
- Ability to effectively collaborate with and across a global team, proven capacity to work across cultural lines; and the ability to operate independently in complex situation
- Familiarity with the nuances of a complex sector and how to position D-Rev within it; strong understanding of financial concepts and D-Rev's return on philanthropic investment model
- A demonstrated commitment to creating social change
- Bachelor's Degree is required

How to Apply:

- Please send cover letter and resume to Fitz-Roy and Associates – caroline@fitzroyandassociates.com
- D-Rev offers a competitive nonprofit salary and benefits package.

D-Rev is an equal opportunity employer. We value a diverse workforce and an inclusive culture. D-Rev encourages applications from all qualified individuals without regard to race, color, religion, gender, sexual orientation, age, national origin, marital status, citizenship, disability, or veteran status.