

# ByalaSearch LLC

## REGIONAL MANAGING DIRECTOR, NORTHEAST REGION

**ByalaSearch LLC** is pleased to announce that our firm has been retained by UNICEF USA to identify candidates for the position of Regional Managing Director, Northeast Region.

### ABOUT UNICEF USA

UNICEF works in some of the world's toughest places, to reach the world's most disadvantaged children.

The fundamental mission of UNICEF is to promote the rights of every child, everywhere, in everything the organization does — in programs, in advocacy and in operations. The past two decades have seen important progress on child rights, yet while much has been achieved, sharp disparities remain. In most countries, inequality is higher today than a generation ago, including in middle income countries where most of the world's poor children now live. The rapid pace of urbanization and the growing youth bulge in Africa and parts of Asia will require significant expansion of the provision of essential services for children. These challenges are compounded by the scale and complexity of crises triggered by conflict, natural disasters or epidemics. The global community faces these challenges when the political and economic environments pose challenges of their own, testing the world's commitment to protecting the most vulnerable. In this environment, strong and consistent leadership of UNICEF is critical to enable the achievement of results for children.

UNICEF USA (UUSA) is a private, independent, U.S. nonprofit that rallies the American public to support the world's most vulnerable children through the unmatched reach of UNICEF. Headquartered in New York City, UUSA has some 300 employees distributed across nine regional offices in the U.S. To fuel UNICEF's life-saving work across the globe, UUSA raises nearly \$600 million dollars from private sources every year, and advocates for U.S. Government policies and funding to help children around the world.

### Primary Function

Reporting to the Senior Regional Managing Director, East, the Regional Managing Director (RMD) will be responsible for leading the UNICEF USA's Northeast regional team to establish a foothold in the philanthropic communities in their region and exponentially increase major gifts. The RMD will oversee the full regional strategy for the Northeast team and will assist the Senior Regional Managing Director, East in identifying secondary markets for potential expansion. The RMD Northeast will supervise a dynamic team of Directors and Deputy Directors of Philanthropy, Senior Philanthropy and Philanthropy Officers and Senior Associates, providing a vision for regional fundraising growth, and developing strategies to increase fundraising dramatically in their markets.

## Position Description

### Specific Responsibilities of the Regional Managing Director, Northeast Region:

#### **Management**

- Oversee regional major giving strategies throughout UNICEF USA's offices in the Northeast including but not limited to Boston and New York, to grow major gift revenue
- Direct, lead, and build a cohesive team of Directors, Philanthropy Officers and Associates in the Northeast
- Manage a portfolio of 50 top donors and prospects in the Northeast region
- Partner with the Senior Regional Managing Director East to implement initiatives, including but not limited to: Major Gift Leadership Academy, Major Giving Team Retreats, Planned Giving and Impact Fund for Children solicitations and special projects

#### **Strategy**

- Collaborate with the Senior Regional Managing Director, East to ensure there is strong national collaboration and cohesion across the regional teams, while preserving the regions and their carefully cultivated identities
- Provide input to the Senior Regional Managing Director, East, on major gift policy and protocol and Major Giving Key Performance Indicators (KPIs). Leverage data visualizations to manage Directors and their teams to those expectations
- Responsible for meeting individual KPIs which include – the annual fundraising goal, multi-year commitments, meaningful interactions, and face-to-face meetings
- Implementing the major gift annual operating plan and strategies
- Responsible for implementing the Chief Philanthropy Officer's, and senior leadership's vision and initiatives to integrate Major Giving across the donor continuum of Direct Response Giving, Principal Giving, NextGen philanthropy, Impact Fund, Planned Giving, and including intersections with Institutional Philanthropy as well as blended gifts
- Collaborate with the Philanthropy Advancement team to manage the support network for Northeast region staff and board operations, stewardship, human resources, prospect research, portfolio development, special events, expense and revenue budgets, and landscape analysis to assess secondary markets and staffing needs
- Responsible and accountable for the Northeast region's solicitation pipelines and quarterly projections; ownership of Northeast region's qualification strategy and results
- Oversee events strategy in the region and provide guidance on local fundraising events, activities and speaker series
- Work with Directors and Philanthropy Officers to develop and execute strategies for

each portfolio donor with the goal of securing new 5 to 8-figure gifts, gift renewals or upgrades

- Partner with the Engagement and Advocacy team to involve donors in advancing children's rights globally and domestically
- Collaborate with Marketing and Communications to establish a public presence through local media visibility and events
- Other duties as needed

### **Ideal Skills and Experience:**

- A minimum of ten years of major gift fundraising development experience, with a proven success record in major gifts cultivation and solicitation, and at least three years in a leadership role
- Strong management and strategic leadership skills
- Demonstrated success working with volunteer Board leadership
- Familiarity with the New York and New England philanthropic communities and leaders
- Experience in a complex, multi-team environment and experience leading cross-divisional teams
- Strong organizational and time management skills with exceptional attention to detail
- Proven track record leading teams
- Excellent communication skills, both written and oral; must have strong public speaking skills
- Ability to influence and engage a wide range of donors and build long-term relationships
- Knowledge of fundraising best practices, including all aspects of donor cultivation, solicitation, and stewardship
- Some experience with advocacy and public policy is a plus
- Must possess a strong work ethic, and be a motivated, enthusiastic team player who embraces the mission of UNICEF USA
- Must be willing to travel domestically and occasionally internationally
- Must demonstrate UNICEF USA Core Values: Trust, Respect, Accountability, Innovation, Teamwork, and Service

## Critical Competencies for Success

- Track record of soliciting major gifts and moving donors along the giving continuum within a matrixed environment.
- Ability to build a team and processes to steward donors from annual to major and principal giving.
- History of integrating departments within a complex organization so teams work collaboratively to meet goals.
- Evidence of creating the strategy and organization-wide culture of leading individual giving.

## Other Characteristics

The successful candidate will be passionate about the mission of UNICEF USA and value how fundraising contributes to that mission. The candidate will be a seasoned professional, capable of proactively developing and articulating strategies and working in a fast-paced environment, maintaining flexibility and a sense of urgency. The ideal candidate will be organized and entrepreneurial, able to work with senior management as well as establish and manage a collaborative team, to enable staff to perform at the highest level to achieve the best possible outcomes. The candidate must possess the maturity, poise, and sophistication to represent UNICEF USA with passion and authority, communicating the organization's mission and activities, while modeling best practices for a team, managing complex relationships with a broad pool of current donors with high capacity. Relationship management abilities, communications skills, project management experience and a collaborative work style are essential to the Regional Managing Director, Northeast Region at UNICEF USA.

Kindly send nominations or expressions of interest to:

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