

Executive Director North Carolina Global Health Alliance



The North Carolina Global Health Alliance (www.ncglobalhealth.org), a nonprofit organization based in North Carolina, seeks a full-time, dynamic leader to serve as Executive Director. The ideal candidate will have strong entrepreneurial leadership and management skills; proven fundraising capability; well-honed networking and representational skills; strong strategic decision-making and fiscal management experience; and exposure to, or experience in global health with a passion for improving the health of the world's communities. This individual will bring vision, creativity, and positive energy to the role.

Reporting to the Board of Directors, the Executive Director is responsible for leading a diverse alliance dedicated to promoting collaboration and synergy among its members and the global health community. This individual will work in close collaboration with the Executive Committee and serve as the driving force in the development and execution of the Alliance's growth strategy to elevate the organization's public profile and achieve long- and short-term revenue goals and objectives.

North Carolina is a leader in global health, home to more than 900 organizations and institutions, operating in 175 countries, that contribute to improving global health. North Carolina's leadership in global health, as well as the importance of the global health sector to the state's economy, is highlighted in this report: [2022 Economic Impact Report](#).

Founded in 2009, the Alliance's mission is to advance North Carolina as an international center for global health. The Alliance brings together diverse member institutions from academia, government, nonprofit, and for-profit sectors. The Alliance is well-respected regionally and is seen as a convener, amplifier, and advocate for the global health sector.

Qualifications

Advanced degree preferred (masters or higher); demonstrated track record as an entrepreneurial leader and fundraiser in a member association or nonprofit organization; working knowledge of global health; ability to manage and grow an active member portfolio; ability to work effectively with diverse audiences, including the private sector, university, nonprofit, and/or government environments; experience in fundraising and grant writing, advocacy, and constituency building; and demonstrated ability to effectively connect with individuals at all professional levels.

Compensation

Compensation will include a base salary of \$90-105k depending on experience, plus a \$12k/year stipend toward benefits, and a variable compensation target of up to 25% of base dependent on achievement of agreed-upon goals and targets, including revenue and member growth.

Responsibilities

- Provide entrepreneurial leadership for growing the Alliance to ensure long-term growth and impact through the development of membership and fundraising strategies across multiple stakeholder groups.
- Identify public and private funding opportunities and secure these opportunities with support from the Alliance's board and cross-organizational member teams.
- Lead the execution and evolution of the Alliance's new strategic plan that was adopted in July 2021.
- Annually assess, with the board, the organization's strategy progress and make course adjustments.
- Represent the Alliance locally and nationally to build and strengthen external relationships, as well as identify and cultivate additional organizational and individual members, potential donors and friends of the Alliance.
- Develop relationships, including education and outreach efforts, with national and state-based political leaders to promote the Alliance and the region as an epicenter for global health.
- Work with the Alliance's Board and participating organizations to support cohesive branding, communications and messaging for the Alliance.
- Organize and promote workshops, seminars, and conferences that showcase the Alliance's programs and expertise.
- Maintain a strong network with members and stakeholders to ensure the most current events and topics aligned with the Alliance's mission are cultivated, communicated and shared to elevate the profile of the Alliance.
- Oversee current and planned Alliance programs and events, ensuring continued high quality and constituent satisfaction.

For consideration and to request further information, please email your CV to:

ExecutiveDirectorSearch@ncglobalhealth.org