

**BEST SCIENCE FOR
THE MOST NEGLECTED**



Drugs for Neglected Diseases initiative

North America Director

Remote



About DNDi

The Drugs for Neglected Diseases initiative (DNDi) was created in response to the frustration of clinicians and the desperation of patients faced with medicines that were ineffective, unsafe, unavailable, unaffordable, or that had never been developed at all.

The root of the problem? The prevailing profit-oriented model for medical research and development (R&D) leaves little incentive to develop drugs for the poorest and most vulnerable communities. Millions of people around the world die every year from lack of treatment. Yet only a fraction of the world's pharmaceutical research and development focuses on diseases affecting poor and vulnerable communities.

When the medical humanitarian organization Doctors Without Borders / Médecins Sans Frontières (MSF) won the Nobel Peace Prize in 1999, they dedicated a portion of the award to addressing this fatal imbalance and exploring a new, alternative, not-for-profit model for developing drugs for neglected patients. In 2003, five health and research institutions from four continents joined MSF and the World Health Organization to found the Drugs for Neglected Diseases initiative (DNDi).

DNDi discovers, develops, and delivers new treatments for neglected patients around the world that are affordable and patient friendly. It addresses R&D gaps for neglected tropical diseases and other neglected infectious diseases, including climate sensitive and pandemic prone infections, while promoting gender-responsive R&D. In doing so, DNDi meets the needs of billions of people affected by neglected diseases that fuel cycles of poverty worldwide.

The organization operates from nine global hubs, in Brazil, DRC, Japan, Kenya, India, Malaysia, South Africa, Switzerland and the United States. Given its size, funding capacity, and influence, North America has the potential to be a transformational market for DNDi, and the Director of DNDi North America, a 501(c)3, will be actively involved in raising the profile of the global organization, enhancing the reach and influence of its communication and policy efforts, while driving the growth of the organization's funding capacity.

In 2021, DNDi released an ambitious new Strategic Plan 2021-2028, which outlined a funding goal of US \$ 612 million globally. As part of this strategy, DNDi is investing in increasing private philanthropic fundraising capabilities with the ambition of raising at least \$40 million in new philanthropic funding by 2028. DNDi North America is expected to play a key role in this effort, with a focus on philanthropic foundations, major donors, and direct mail acquisitions: DNDi is willing to invest and support its new leader to grow the business from a US\$ 1 million base to a minimum of US\$3 million by 2025 while charting a course to a 10-15 million annual income over time. DNDi North America is also expected to renew and secure

new multi-year multi-million-dollar support from US public institutions such as USAID and NIH, while exploring potential for Canadian support.

Position

DNDi seeks a Director to head North America activities, serving both as the Executive Director for DNDi North America and as a member of DNDi's Global Executive Team, which provides leadership across DNDi globally.

The ideal candidate will be a results-oriented networker, an experienced and successful fundraiser, a credible and compelling advocate, and will have a proven ability to rally stakeholders but also develop and deliver strategic partnerships with science and governmental institutions and leaders.

Working closely with the regional Board of Directors and DNDi's global leadership, the Director will define the strategic direction of DNDi in North America and drive funding, scientific, policy and visibility partnerships to support ambitious growth plans.

Bringing deep experience and charisma to external engagement, the Director will have a strategic approach to partners' outreach and revenue generation and will be able to deliver on agreed upon goals and commitments.

Comfortable in a business culture that celebrates diversity and multiculturalism while challenging global inequities, the Director will promote publicly a progressive agenda for biomedical innovation and global health and provide leadership that inspires staff and peers to collaborate regionally and globally.

Building and strengthening internal relationships both within the North America and global teams will be critical for this role that operates in a global matrix environment. Key internal relationships will be with staff in the North America office, the Global Executive Leadership Team and the DNDi North America Board of Directors. The Director is also a member of the DNDi International Directors Network, collaborating and sharing best practice with peers. This position will report to DNDi's International Development Director and will also collaborate closely with/have a dotted reporting line to DNDi's Global External Affairs Director.

Role Priorities

- Understand both the North America and global organizational culture; create strong relationships and partnerships with individuals in the North America office and peers on the Global Exec Team
- Learn the space and understand the work; create a network in global health; map philanthropic opportunities; explore opportunities for scientific outreach

- Implement philanthropic strategy; establishing support activities for fundraising goals (multi-million-dollar grant from large foundation, nurture major donors (\$100K+), use of direct marketing to engage major donors)
- Establish and communicate a clear vision for internal and external communications
- Cultivate a clear pipeline of funding that can sustain that North America office and support global DNDi
- Build deep relationships with the European office, the Global Executive Leadership Team, and the Board of Directors (North America board and Global board)

Responsibilities

Serves as public ambassador for DNDi in North America and is responsible for the strategic direction and management of the 501(c)3:

- Co-creates the long-term vision with the DNDi NA Board of Directors and DNDi global leadership. In collaboration with DNDi leaders in charge of key global functions (private sector fundraising, external relations, R&D, communications, policy, HR, finance etc.), the Director designs and delivers a scalable and sustainable business model that aligns with and enriches the global strategy
- Provides the vision and motivation to inspire donors and partners to support and contribute to DNDi's mission. Supports DNDi's philanthropic funding strategy and goals by activating networks and undertaking representational activities with donors and prospects
- Strengthens DNDi's regional global health, academic, biopharma and government networks. Charts and executes a demanding external-facing program to develop relationships, inspire potential partners to engage, and cultivate donors.
- As an articulate and influential spokesperson, helps position DNDi as a leader within the health/science/ R&D space, and raises its media profile.
- Mobilizes and motivates a small multi-functional and hybrid team in NYC and overseas colleagues in global functions, for the implementation of the strategy, while effectively tracking results and ensuring compliance with legal and donor obligations.

Qualifications

- Extensive experience in external facing leadership roles in non-profit organizations or pharmaceutical, biotechnology, academic institutions or similar.
- Proven experience in rallying stakeholders and/or funders and delivering strategic partnerships.
- Experience in global health and/or science or demonstrated ability to embrace this agenda and become a credible and compelling advocate.

- A track record of having built a wide network of actionable contacts in science, and/or government and/or philanthropy would be preferred.
- Significant knowledge and experience at a senior leadership level in at least one of these areas:
- Management and resource mobilization for non-profit organizations
- International public health, science, or global development
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 - International public health, science, or global development
 - Public/private partnerships
- Experience or capacity to operate in a global, diverse, and multicultural environment.
- Willing to travel regularly within North America to meet donors (and globally twice a year).
- Fluency in Spanish, French or other language is a plus.

Location and Travel

The North America Director may work in a hybrid mode with frequent travel to New York City. Must also be willing and able to travel frequently across North America and globally (at least twice annually).

Salary and Benefits

Salary is commensurate with experience, with a salary range of \$200-\$225K.

DNDi provides employees with comprehensive benefits:

- 30 days of annual vacation
- 15 days of sick leave
- 9% employer match on our 403(b) plan granted the employee contributes at minimum 4%
- Medical, Dental and Vision insurance (DNDi pays 90% of the cost)
- Employer paid Short-term Disability, Long-term Disability and Life Insurance
- 13 paid holidays

This position description is based upon material provided by the DNDi, an equal opportunity employer.

To apply for this position, please click [HERE](#).

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