POSITION PROFILE

Director, Foundation Relations
The Global FoodBanking Network
The Global FoodBanking Network celebrates 15 years of nourishing the world’s hungry through uniting and advancing food banks.

Founded in 2006, The Global FoodBanking Network (GFN) connects more than 943 food banks across 44 countries that together served approximately 40 million people in 2020. The organization operates with a team of 48 employees and engages a globally diverse Board of Directors. The FY2022 budget is just over $18 million with approximately 85% percent support from corporate donors and 15% percent support from individual donors.

When the COVID-19 pandemic took hold, food banks were on the front lines. GFN launched a global COVID-19 recovery campaign in late FY2020, subsequently deploying strategic grants in more than 50 countries and providing more than 21,000 hours of technical assistance in 2020 to scale capacity in high-need areas, empower community leaders at the helm of food banks, provide more child feeding programming and secure the global supply chain of fresh food.

GFN launched a FY2020 - FY2022 strategic plan and set a ‘North Star’ goal of improving food access for 50 million people through food banking by 2030. Just a year into this plan, GFN had:

- Served 40 million people, with a monthly average of nearly 200,000 more people than prior to COVID-19;
- Distributed 882 million kilograms of food and grocery products, an equivalent of 2.4 billion meals;
- Powered locally-led partners, totaling a network of over 59,000 community service organizations that embrace the responsibility of feeding their communities.

COVID-19 dramatically increased hunger, making food banks all the more critical, while putting 2030 Sustainable Development Goal 2: Zero Hunger nearly out of reach. GFN remains committed to reaching the goals set three years ago and do their part to help the global community achieve SDG 2 by focusing on acceleration, impact and scale in the quest to transform communities.

In future, GFN will shift its focus to the key role food banks play in strengthening civil society globally and building resilient communities and stronger, more equitable food systems. As has been true throughout GFN’s 15-year history, innovation will be key. GFN will continue to foster locally grown, community-driven innovative solutions to hunger and pool innovations globally.
THE OPPORTUNITY

As GFN enters this next important chapter, the Director, Foundation Relations (“Director”) will reinforce and grow its current strategic foundation partnerships.

A strategic and valued fundraising leader, the Director will steward foundation partners, with a focus on growing those partnerships that invest in GFN and its food bank members. The Director will establish productive relationships internally and externally. GFN carries out its foundation partnerships through a matrixed, collaborative approach.

Key responsibilities include:

- Reporting to and in partnership with the Vice President of Development, refining GFN’s foundation partnership program to increase support; implementing a new prospect research and engagement strategy with a global scope to identify and prioritize new leads for foundation funding sources.

- Stewarding and developing revenue-generating partnerships and soliciting foundation partners in a way that advances the interests of the partner, GFN, and the cause of food banking globally. It is anticipated that this role will generate at least $1 million in new or expanded grant support in year one, and $5 million in portfolio support by year three. At least half of this support should be for GFN-directed programming and strategic plan priorities.

- Leveraging the relationships and input of senior management, the GFN Board of Directors, and current partners to strengthen solicitations of foundations and enhance effectiveness.

- Preparing briefing memos, partnership updates, and communications for the Chief Executive Officer, as needed.

- Once secured, working closely with the Programs team to strengthen foundation partnerships by providing regular updates, creating impact reports, ensuring accurate recognition across all aspects of GFN presence and collateral and arranging site visits as requested.

- Forecasting foundation revenue pipeline for their portfolio quarterly.

- Regularly updating and ensuring accuracy of all records in Salesforce database.
CANDIDATE PROFILE

Reporting to the Vice President of Development, the Director will have the following skills, knowledge, abilities and characteristics:

A Passion for the Mission

The Director will embody the values and mission of GFN and, as a result, will inspire and motivate others. The Director will thrive in an innovative, collaborative environment, with people who are passionate about their work and mission. One of their greatest skills is building and cultivating strong multicultural relationships. The ideal candidate will be results-oriented and tirelessly committed to inspiring new and continuing partners to join the fight against global hunger and food waste. The Director will be driven by a deeply rooted passion for making a positive difference in the lives of others. They will have experience working with an organization with a global footprint. They will have an eye consistently focused on the future and how to best adapt the organization to its changing environment. The Director will be an individual of unquestioned integrity, ethics and values — someone who can be trusted without reservation. An empathic, confident leader, the Director will treat others with respect. They will lead by example, demonstrating humility, empathy, respect and sense of humor.

An Expert in Foundation Partnerships

The Director will bring a strong command of fundraising best practices, fundraising tools and enthusiasm for raising money. An experienced leader in the field of foundation partnerships and new business development, the Director will have a measurable track record of success. This leader will have a strong data and analysis orientation and a proven ability to use metrics to drive development decisions and achieve strategic objectives. The Director will have a demonstrated record of implementing foundation fundraising initiatives including prospect identification, institutional cultivation, and successful solicitation. They will lead with an entrepreneurial approach to expanding and deepening new donor support. The ideal candidate will thrive on identifying, cultivating and securing gifts with a demonstrated ability in building transformational relationships for sustainable revenue and impact.

Strategic Leadership and Management Acumen

The Director will be a strategic and results-oriented leader who, acting as a partner and advisor to the Corporate Development team, sets and articulates a vision for the organization’s next fundraising chapter, builds and executes
CANDIDATE PROFILE

a foundation development plan and evaluates outcomes with a metrics-based approach. This leader will be an innovative and energetic individual who functions well in a fast-paced, team environment, which includes cross-department coordination. This leader will build bridges and engage colleagues interdepartmentally. A pragmatic, approachable and transparent professional, the Director will enhance the development department’s culture of collaboration.

A Relationship Builder

Critical to success in this role, the Director will be skilled at building and sustaining excellent relationships internally and externally. The Director will be a natural partner with a demonstrated ability to connect and build bridges. A highly adept and fluent communicator, this leader will attract and steward the highest-level corporate and foundation executives by effectively conveying GFN’s case for support. They will enjoy introducing GFN’s work to companies that have not been previously involved with the organization. The ideal candidate will take a creative approach to proposing pathways for new, innovative collaboration, resulting in revenue-generating, long-term partnerships.
Salary is competitive and commensurate with experience. The target salary for this role is $120,000 annually, plus a generous and competitive benefits package.
Koya Partners has been exclusively retained for this search. Marissa Delgado and Judene Hylton are leading the engagement. To make recommendations or express interest in this opportunity, please submit your materials here or email GFNFoundationRelations@koyapartners.com. All inquiries and discussions will be considered strictly confidential.

Koya Partners is committed to providing reasonable accommodation to individuals living with disabilities. If you are a qualified individual living with a disability and need assistance expressing interest online, please email NonprofitSearchOps@divsearch.com. If you are selected for an interview, you will receive additional information regarding how to request an accommodation for the interview process.

GFN is an equal opportunity employer and does not discriminate in its selection and employment practices. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, political affiliation, sexual orientation, gender identity, marital status, disability, protected veteran status, genetic information, age, or other legally protected characteristics.

About Koya Partners

Koya Partners, a part of Diversified Search Group, is a leading executive search and strategic advising firm dedicated to connecting exceptionally talented people with mission-driven clients. Our founding philosophy—The Right Person in the Right Place Can Change the World—guides our work as we partner with nonprofits & NGOs, institutions of higher education, responsible businesses, and social enterprises in local communities and around the world.

For more information Koya Partners, visit www.koyapartners.com.