



# Senior Development Officer

for **ARK**, award-winning social innovator  
full-time, permanent; based remotely

We want a badass who wants to make an impact working with rural communities towards food security and self-sustainability

## As ARK's Development Officer, you will:

- create impact by identifying, cultivating and securing strategic partners and grow ARK's portfolio of investors, donors, and champions
- execute on securing grants, partnerships, and capital-raise engagements; achieve revenue targets that will fuel ARK's growth and mission.
- help launch events that are fun, unforgettable, and impactful. You will help represent ARK in key engagement activities to secure partnerships
- engage with a spectrum of people, as you work with ARK's own global network from Manila to NYC who will help you grow and further your dreams

## You are fit for this role if you

- are positive, high energy, enjoy connecting with people, and driven by curiosity
- are resourceful, a team-player, and enjoy win-win partnerships.
- You are super organized and a professional through and through.
- You love developing strategies and iterating; you thrive in an entrepreneurial environment.
- have around **6 to 10+ years of relevant experience, any industry**; must be super awesome if less--what we value is having demonstrated the clear ability to: engage and build relationships with people; diligence and hustle after grants, partnerships, and funding; and represent the organization and be point in pitching

## Bonus points if you

- have experience in securing grants and partnerships; direct experience in business development and fundraising within non-profit sector
- have skills in any of the following: basic financial reporting; storytelling and writing



## Want in?

Email us at [join@arksolves.org](mailto:join@arksolves.org)

Subject: "I want to join the badass team"; we prioritize who emails first! Our candidacy process includes the opportunity to join ARK for a week or two, and see if it's a fit for you! Career-shifts are welcome!

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## Tell us about yourself.

On your email please include your:

1. resume
2. letter – that sheds light on:
  - a. What aspect of ARK or the programs do you really like?
  - b. What of your talent and experience do you want to contribute?
  - c. What do you want to learn, gain or achieve in your tenure with us?
  - d. How will working with ARK bring you closer to your dream or help you in your next venture say in 2 years or 5 years time?
  - e. What failure in your personal or professional life that you experienced do you still think of until today? What lessons did you learn and how did you get up from your stumble?
  - f. What are 3 things that your friends love about you? What do they all wish you would grow into?
  - g. the blanks (please fill in):
    - i. My heart skips and sings when " \_\_\_\_\_ ".
    - ii. When the going gets tough, I " \_\_\_\_\_ "
    - iii. I need \_\_\_\_\_ first thing in the morning, no matter what.
  - h. Your earliest availability for an interview and a start date
3. Portfolio of work or narrative of the impact that you have made, cannot forget, and want to share

*ARK solves with rural communities to create a path to secure their food, kids' schooling and a sustainable future. Our claim to fame is our innovative P2.50 school lunch, the world's first & only self-sustaining school lunch. As the pandemic closed down schools and made communities at-risk for hunger and strife, ARK pivoted and created Feed Back - a neighborhood vegetable exchange. This program enables communities to source their food from within and generate excess to sell to nearby villages and towns. Join ARK at the leading edge of social impact: believe in our partners, create markets, and solve for true sustainability and a clear exit.*