



# Director of Development

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

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

## As ARK's Director of Development, you will:

- develop and execute on fundraising and development strategies; work closely with the CEO and the board of directors in the Philippines and the US
- create impact by leading a team to achieve fundraising targets; identifying and securing strategic partners and a portfolio of investors/donors that will support ARK's growth and mission
- draw up fun engagements and events to raise capital, grow and develop our donor base
- represent ARK in key engagement activities including pitches, conferences/talks and networking events to create visibility and grow our network of champions
- 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 a natural leader, excited to lead and manage a growing team
- love to engage people and share impactful stories. You know how to articulate an organization's value proposition and a case for win-win partnerships
- bring positive and fun energy to engagements. You like to build relationships and have the confidence to manage and work with executives, board of directors and high-level donors.
- are a go-getter, independent, and impact-driven. This is a leadership role, where you are the drumbeat to getting things done.
- want to be passionate about the impact and this line of work; you see yourself thriving in an entrepreneurial environment.
- have around **8 to 12+ years, including management experience, and business development and marketing within non-profit sector**; must be super awesome if less--what we value is having demonstrated the clear ability to: fundraise and write grants; lead pitches and presentations; understand business strategy; lead a team; build relationships with partners.



## 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.

In 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.*