

ORGANIZATION: Yamba Malawi
POSITION: Managing Director
REPORTS TO: Executive Director, with dotted line to U.S. Board of Directors
LOCATION: New York, NY preferred; candidates who are available to travel to New York regularly will also be considered.
WEBSITE: www.yambamalawi.org
TO APPLY: Please send cover letter and resume as one PDF to YambaMalawiMD@pbrsearch.com with title format “First Name Last Name – Letter Resume.”

BACKGROUND

Founded in 2006, Yamba Malawi uplifts children in Malawi by empowering their communities to break the cycle of poverty. Through holistic interventions centered on childhood wellbeing, financial inclusion, and entrepreneurship, Yamba Malawi empowers caregivers to launch sustainable businesses, move out of extreme poverty, and to improve children’s food security, health, education, protection, and environments. Malawi is the fourth poorest country in the world, with seventy percent of the population living on less than \$1.90 a day. Such extreme poverty leaves millions of children at risk—but together with their community partners, Yamba Malawi is changing this. In 2020, Yamba Malawi changed the lives of 39,000 children living in multidimensional poverty. The organization’s goal is to impact the lives of an additional 100,000 children by 2023.

This newly created position is a result of Yamba Malawi’s work on the decolonization of the organization as it shifts the balance of power from the U.S. to Malawi, an effort that puts it at the forefront of U.S.-based international development organizations. This multi-year process accelerated in 2021 when it established a Malawi board of directors and appointed [Gertrude Kabwazi](#) as executive director. This effort is an ongoing priority for Yamba Malawi as it ensures that key decisions are made by leaders and staff in Malawi, and the managing director will play a key leadership role in the continuation of this effort. Yamba Malawi currently operates on an annual budget of \$2.2M, with approximately 65% Malawi/35% U.S. expenses (working towards a goal of 70%/30%). The organization has a goal to raise \$10M by 2023 to support its expansion; it has already raised \$3M, exceeding the 2021 goal. Its proven, innovative programs not only have the potential to combat childhood poverty in Malawi, but to serve as a model for community-driven sustainable change for children across the world.

POSITION

The managing director will partner with the executive director, U.S. staff, and U.S. board of directors to run the New York office; this involves managing U.S. operations and developing the fundraising strategy for the organization, including finding new ways to grow philanthropic revenue. They will successfully execute the current strategic plan, working closely with the executive director, board, and staff to refine it along the way and then develop a new plan in 2023. They will drive the communications strategy and case for support, as well as build thought and programmatic partnerships with other international development organizations. The managing director will be a critical thought partner to the executive director; a strong frontline fundraiser with individuals, foundations, and international development agencies; and an excellent manager of people. Yamba Malawi is in a moment of evolution, and the ideal candidate will have the ability to work at a strategic organizational level, helping to set the organization’s future direction and raise funds to support it, with a particular emphasis on successfully transitioning the balance of power to Malawi.

RESPONSIBILITIES

- Develop, lead, and execute Yamba Malawi’s fundraising strategy; establish and track progress towards goals across all revenue streams (individuals, foundations, corporations, and events) to ensure the organization’s

long-term financial sustainability and growth. Identify and capitalize on new fundraising opportunities, particularly individuals, foundations, and international development agencies.

- Develop and oversee marketing/communications and PR strategies aimed at elevating awareness of Yamba Malawi's mission and programs with a goal of driving revenue and visibility, in a way that aligns with the organization's decolonization efforts.
- Lead and inspire the three-person development and communications team to effectively engage donors, board members, and other stakeholders to achieve annual goals. Over time, support Malawi-based development staff as they raise funds from Malawi-based, European, and multilateral sources (including governments, international development agencies, and private foundations).
- Manage the U.S. director of finance and operations, whose responsibilities include budget, cash flow projections, payroll and benefits, audit, contracts, legal, and compliance issues.
- Manage a portfolio of top individual and foundation prospects and donors; cultivate, solicit, and close major gifts.
- Partner with the executive director and U.S. board to identify, cultivate, solicit, and steward current and potential donors; serve as a frontline fundraiser as well as support others in making the ask.
- Work with the executive director to ensure effective cross-office communication between U.S. and Malawi staff.
- Working closely with the U.S. board, attract new board members who will actively assist Yamba Malawi in achieving its strategic, programmatic, and financial goals. Clearly outline roles and responsibilities for board members, including setting strategy and metrics for engagement.
- Manage all U.S. board meetings, including setting the agenda with the U.S. board chair and executive director, coordinating committees, and preparing materials.
- Collaborate with the executive director to co-lead communications across the U.S. and Malawi boards of directors.
- Work closely with Malawi-based program leaders, including the Monitoring and Evaluation staff, to ensure that program data and impact are being communicated accurately and compellingly to external stakeholders.
- Share responsibility with the executive director for public speaking engagements and other events, acting as a spokesperson for Yamba Malawi and cultivating relationships with other thought leaders in the international development space as needed to further the mission.

QUALIFICATIONS

- At least ten years of progressively responsible fundraising and senior leadership experience in international development, ideally in Africa; experience with global expansion a plus.
- Proven success as a frontline fundraiser cultivating, soliciting, closing, and stewarding major gifts.
- Experience with fundraising databases and utilizing data to drive strategy; Salesforce experience preferred.
- Experience working with a board of directors, with the ability to enhance existing and develop new board member relationships.
- Ability to provide strategic partnership to executive leadership; experience with strategic planning a plus.
- A deep commitment to Yamba Malawi's decolonization work; experience leading DEIA work a plus.
- Strong team leadership and management skills with an ability to inspire, encourage, and assist team members in various locations in reaching ambitious goals while fostering support and collaboration across the organization.
- Superior interpersonal skills and a high level of self-awareness, with a proven ability to successfully engage with a variety of audiences in a culturally conscious manner and develop productive working relationships with stakeholders within the U.S. and Malawi.
- Growth mindset and an interest in continual learning.
- Excellent written and verbal communication skills.
- A passion for and commitment to the mission of Yamba Malawi.
- Bachelor's degree required.

COMPENSATION

- Minimum \$170K annually.
- Benefits include medical insurance, 401(k) plan, and generous vacation policy.

Yamba Malawi is an Equal Opportunity Employer and does not discriminate on the basis of age, color, national origin, ethnic origin, citizenship status, disability, race, religion, creed, gender, sex, sexual orientation, gender identity and/or expression, marital status, veteran status, or any other characteristic protected by federal, state, or local law in its employment policies. In addition, Yamba Malawi will provide reasonable accommodations for qualified individuals with disabilities.