



Vacancy Announcement: Managing Director, U.S. Programs

Location: San Diego, California

Open Date: 12/5/2022

Global Communities works at the intersection of humanitarian assistance, sustainable development, and financial inclusion to save lives, advance equity and secure strong futures. We support communities at the forefront of their own development in more than 35 countries, partnering with local leaders, governments, civil society, and the private sector to achieve a shared vision of a more just, prosperous, and equitable global community.

Global Communities is seeking a Managing Director, U.S. Programs to join our team in the San Diego office. The Managing Director, U.S. Programs is responsible for growing and leading the U.S. arm of Global Communities, setting the strategic vision and guiding future growth. This position will require balance and harmony amongst the following:

- **Internal and external focus:** Ensure business operations are running smoothly; out in the community promoting resource development and developing partnerships.
- **International and local:** Apply global strengths locally; creating opportunities for U.S. donors to connect to and invest in our U.S. work.
- **Public and private funding sources:** Ensure the continuity of public funding for our community and public health "anchor" programming; leverage unique U.S. funding sources, including reimbursement and private sector donors
- **Leader and coach:** Set the direction and from the front empower others to take responsibility in their positions and enabling them to lead and grow.

Responsibility Area: Strategy

- Leverage organizational history and staff input to develop a vision to take the organization to the next level in the U.S. market, starting with San Diego and growing beyond.
- Create and implement a strategic plan for our U.S. work to guide organization's U.S. growth over the next decade.
- Collaborate with executive leadership to develop a business model and revenue/cost structure that ensures reinvestment into U.S. Programs.
- Articulate unique selling points and ensure our response is relevant to current funding trends, reflective of our mission and strategic priorities, and not duplicative of other agencies.
- Ensure strategies are developed in consultation with staff and our priority communities.

Responsibility Area: Management & Leadership

- Develop and build out the U.S. programming staffing structure to support and achieve the vision and business plan.
- Ensure role clarity; delegate appropriately and effectively, empowering staff to take ownership of their roles and performance outcomes.
- Support and enhance Global Communities U.S. history and team culture.
- Strengthen an organizational culture focused on inclusive leadership, DEI, community-led development and local capacity strengthening.
- Provide strategic guidance, supervision, and growth opportunities for US programming staff.
- In collaboration with U.S. Programs Finance Director, ensure optimal budget decision making and implementation through direct financial oversight of budget, and indirect financial oversight for

other US based programs, focusing on adherence to budget projections and compliance with the office approval matrix.

Responsibility Area: Business Development and Private Resource Development.

- Partner with Private Resource Development team to create, implement, and pursue a robust resource mobilization plan, including identification of multi-sectoral funders with shared interests and values.
- Identify and pursue new funding streams beyond government and private grants, such as health insurance reimbursements and impact investments.
- Grow current public and private fund development, diversifying funding sources and revenue streams.
- Raise Global Communities' stature and profile with donors in California and other U.S. markets.

Responsibility Area: Partnerships & External Relations

- Maintain and expand Global Communities' partnerships with like-minded organizations, with an emphasis on multiplying each other's strengths and resources.
- Continue developing new organizational partnerships to further our reach and impact.
- In partnership with staff and Communications team, create a branding and marketing plan to enhance awareness of Global Communities' U.S. programs.
- Be visible in the community and keep abreast of trends and best practices.

POSITION SPECIAL RESPONSIBILITIES:

- Must be available for occasional travel within California and the U.S.
- Promote a culture of excellence, inclusion, learning, support, diversity and innovation.
- An entrepreneurial spirit that seeks out new opportunities to achieve GC's mission.
- Commitment to programs that empower vulnerable and underrepresented populations.
- Commitment to staff development and quality of work life.
- Ability to engage strategic partners and represent the organization in community forums.
- The ideal candidate will be deeply connected to and representative of the communities we serve.
- Technical knowledge of healthcare finance and public health programming strongly preferred.
- Undergraduate degree in a related discipline and a recommended minimum of 11 years of related work experience or a minimum of 15 years of related work experience without an undergraduate degree.
- Experience with strategic planning, business development, staff leadership, and partner engagement.
- Demonstrated success in leading, managing and growing a U.S. program portfolio.
- Detailed understanding and experience mobilizing private and public resources in California and border area.
- Experience working in the healthcare sector and managing community and public health programming at the local, state and/or federal levels strongly preferred.
- A passion for the mission and values of Global Communities.
- Must have U.S. work authorization.

Global Communities is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment, without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or status as a protected veteran.

Global Communities holds strict safeguarding principles and has a zero-tolerance policy for conduct of sexual exploitation, abuse, and harassment. In the process of recruitment, selection, and appointment, Global Communities will conduct robust reference and background screening checks, including international vetting as a signature of the Global Misconduct Disclosure Scheme to ensure children and vulnerable adults are safeguarded, and abuse is

prevented. The incumbent is required to carry out their duties in accordance with Global Communities Safeguarding policy and the Standards of Conduct.

NOTE:

As an organization working to advance public health, Global Communities has an obligation to model best practices and to do all we can to protect each other, our partners and the communities where we work. To ensure the continuity and effectiveness of our business operations, Global Communities is adopting a policy to safeguard the health of our visitors, employees, families, and the larger global community from COVID-19. Effective January 3, 2022, all U.S.-based Global Communities employees are required to provide proof of having received full dosage of COVID-19 vaccine that is FDA approved, approved for emergency use authorization, or have an approved medical or religious exemption on file with Global Communities, as a condition of employment.

Apply at: <https://globalcommunities.org/join-us/careers/>