

**DIRECTOR OF INDIVIDUAL
PHILANTHROPY,
WEST COAST**

DR*i* Waterstone
HUMAN CAPITAL

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BOLD WOMEN BOLD ACTION BOLD IMPACT

Our Global Impact in 2021

-  **14.1 million**
Unintended pregnancies prevented
-  **6.6 million**
Unsafe abortions avoided
-  **39,500**
Pregnancy-related deaths averted



We Make Choice Possible

Around the world today, 34.3 million people are using contraception provided by MSI. In 2021 alone, MSI provided 14.1 million women with a contraceptive method to fit their individual needs. That’s more than 39,500 women every single day who can now continue on their chosen path, knowing they are protected by a contraceptive method of their choice.

We know from more than 40 years of providing sexual and reproductive healthcare that contraception changes lives. We, and those who generously support our work, also know that access to contraception reaches far beyond each client; it is an

essential ingredient in efforts to reduce poverty and create more equitable societies. In fact, in low-income countries, contraception is one of the most cost-effective investments nations can make towards achieving their sustainable development goals.

Access

Right now, there are over 230 million women and adolescent girls around the world who want to use contraception but can’t. Women will never be fully empowered and able to achieve their potential without reproductive choice and access to comprehensive sexual and reproductive healthcare.



25 million women and girls resort to unsafe abortion every year



7 million women and girls face unsafe abortions leading to a lifetime of poor health, disability or infertility



22,800 women and girls die from unsafe abortion every year, which is 11% of all pregnancy-related deaths

BOLD WOMEN MAKE CHOICE POSSIBLE.

We are a leading provider of sexual and reproductive health services globally, empowering women and men to have children by choice, not chance.

Our Mission

We go where no one else will go to make the right to reproductive choice a reality for the world's most marginalized women by providing access to contraception and safe abortion. We work with governments, communities, and local leaders to deliver safe, modern reproductive healthcare services to women no matter where they are. Because choice is meaningless without access. Our teams travel to reach our clients in rural and remote communities at over 30,000 outreach sites. Our midwives see clients in their homes, and we train private and public healthcare providers to offer quality services in their communities. We treat everyone who walks through the blue doors at our 600 MSI centers worldwide with respect and compassion, and we strive to ensure that all our clients have a positive experience and receive the highest quality clinical care - this is a hallmark of MSI.

Global Strategy

Right now, there are 218 million women who want contraception but have no way to get it. Worldwide, 35 million unsafe abortions occur each year. That's why we're

challenging ourselves to go farther and provide services to even more women, adolescent girls, and communities. By 2030, no abortion will be unsafe and everyone who wants it will have access to the safe, modern contraception method of their choice.

We are working with governments and other partners to ensure that access to sexual and reproductive health services is protected and prioritized. We are also working with policy makers and healthcare providers to ensure that contraception and safe abortion care are recognized as essential healthcare.



**9,000
STAFF**



37 COUNTRIES



6 CONTINENTS

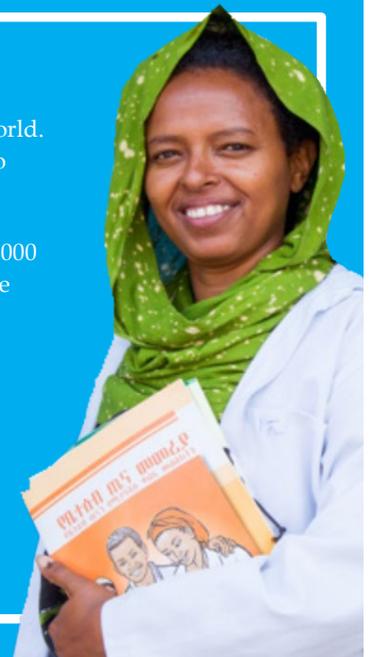
About Us

MSI is a non-profit, non-governmental organization and a global leader in family planning, working to eliminate unmet need for sexual and reproductive health services around the world. MSI delivers affordable, high-quality contraception, safe abortion, and post-abortion care to millions of the world's poorest and most vulnerable individuals.

Founded in 1976 in London, MSI operates in 37 countries across six continents. With over 9,000 team members, more than 90% of whom work in their home countries, we work to eliminate unsafe abortion and ensure that anyone who wants contraception can access it. In several locations, MSI also provides pre-natal and delivery services. We make choice possible.

MSI US

MSI United States (MSI US), a 501(c)3 non-profit organization based in Washington, D.C., is a supporting organization for MSI Reproductive Choices (MSI). Since its founding in 1998, the primary focus of MSI US is to fundraise for MSI's international reproductive health programs.



For more information, please contact us:
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www.msi-us.org | Tax ID Number: 54-1901882





The Opportunity

MSI US is expanding its team of passionate fundraising professionals with the creation of this new position – Director of Individual Philanthropy, West Coast. This role’s primary responsibility is to further MSI’s mission through helping to build a strong west coast base of high-net-worth individual (HNWI) donors.

As the MSI US full-time Director of Individual Philanthropy, West Coast, the successful candidate will be the “boots on the ground” in the region, working to deepen relationships with current donors and engage prospective new supporters. Much of the successful candidate’s time will be spent developing a robust pipeline of HNWI donors and qualified prospects to help meet the organization’s current fundraising goals and its ambitious aspirations for 2025 and beyond. Last year, the region generated \$1.9 million. We aspire to increase this to \$5-10 million by 2025 and to a multiple of that by 2030.

The position is based in the west coast market and reports to the Director of Leadership Gifts, who is based in New York City. MSI US home offices are in Washington, DC.

Key Responsibilities

- Work towards a collective 2022 fundraising target of \$32 million, which includes the individual philanthropy target of \$5 million in unrestricted funding.
- Build and maintain a portfolio of approximately 120 active donors and qualified prospects.
- Develop, implement, and execute strategies to identify, cultivate, solicit, and steward current and prospective major donors on the West Coast.
- Design and implement best-in-class moves management processes that increase the number of first-time gifts, secure gift renewals, and move donors up the giving ladder.
- Support the planning and execution of MSI US West Coast cultivation events in partnership with colleagues and fundraising consultants.
- Prepare written materials, including donor correspondence and grant applications, proposals, and stewardship reports, as necessary.
- Facilitate strong working relationships with MSI US staff and stakeholders, engaging them appropriately in cultivation and stewardship and ensuring adequate preparation for meetings.
- Participate in MSI US bi-weekly virtual team meetings and quarterly in-person team meetings in Washington, DC.

The Candidate

Experience

Minimum of 8 years successful experience in high-net-worth individual fundraising; including identifying, cultivating, soliciting, and stewarding gifts of \$10,000 and above, preferably for a non-profit engaged in international issues.

Qualifications

- Experience with, and excited by the challenge of, building a major donor program.
- Successful at creating and executing cultivation and solicitation strategies to engage new HNWI supporters and increase giving from current major donors.
- Ability to understand the interests and motivations of donors and develop meaningful connections between the donor and the organization.
- Equally comfortable making five- to seven-figure asks.
- Sound judgment, tactful, and the ability to handle highly confidential information.
- Self-starter and team player, possessing the ability to work independently and collaboratively.
- Outstanding interpersonal and communications skills, both oral and written.
- Strong commitment to results, and excellent attention to detail, strategic thinking, and problem-solving skills.
- Experience using a donor tracking system/database to advance fundraising goals, and the capacity and willingness to learn new systems.
- Ability to manage multiple tasks at a time.
- Willingness and ability to travel.
- Bachelor's degree.

Personal Attributes

MSI exists to empower women and men to have children by choice, not chance. We are pro-choice and believe it is a woman's right to choose if, when, and how many children to have. Qualified candidates for this position will unwaveringly support and embrace our belief and mission. Our dedicated professionals are enthusiastic, empathetic, and positive. They thrive in an atmosphere of dynamic challenges in their work, are personally motivated to succeed, and enjoy being part of a global team working to make a difference in women's lives around the world. Confident, resourceful, and action-oriented, our people are focused on delivering high-impact programs in collaboration with our donors to ensure our clients around the world receive the highest quality of services.

Team Member Benefits

MSI US is an equal opportunity employer and offers a competitive salary and employee benefits, including 5 weeks annual leave, paid medical and maternity leave, employer paid medical benefits, and 403(b) retirement plan contribution. We support a work-life balance and an individual's desire to learn beyond the experience gained at work through both personal and professional development and growth opportunities.



Applications should be submitted at
<https://driwaterstonehc.com/position/msi-us-director>

Nancy Racette is leading this search for DRiWaterstone. Please reach out to: racette@driwaterstonehc.com

All first-round interviews for this position will take place via video chat.

DRiWaterstone Human Capital is a culture-centric executive search, leadership advisory, and human capital firm that is focused on helping mission and purpose-driven organizations across the U.S. to build high-performance teams and cultures.

MSI US recognizes that it is essential to provide equal opportunities to all persons without discrimination in all aspects of employment, including recruiting new team members. We are committed to act fairly and prevent discrimination on the basis of sex, race, marital status, sexual orientation, gender identity, beliefs, or any other irrelevant factor.