



Director of Development

Binaytara Foundation

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**Kat Landa**

SENIOR VICE PRESIDENT

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BOSTON | NEW YORK

***Binaytara Foundation seeks an experienced and enthusiastic Director of Development to raise funds in support of the organization's mission to improve healthcare and expand cancer care worldwide.***

## About Binaytara Foundation

As individuals who were born and raised in Nepal and edified by the education and work experience both in Nepal and in the United States, Binaytara Foundation co-founders Dr. Binay Shah and Tara Shah envision a world where every human being has access to cutting-edge, evidence-based, and culturally appropriate health care services.

The Binaytara Foundation aims to improve healthcare resources in impoverished communities and improve cancer care worldwide by educating healthcare providers and community members, advocating for better access to care, and innovating program models and services that improve access to care.



Binaytara Foundation provides continuing medical education to physicians through its hematology/oncology and cancer disparity conferences. These conferences bring the top experts in the field of oncology to discuss the latest developments in the field.

Binaytara Foundation achieves its mission by collaborating and partnering with individuals, nonprofits, governments, corporations, foundations, and other supporters. In 2013, the Foundation partnered with the government hospital of Nepal and the University of Illinois at Chicago to establish Nepal's first bone marrow transplant center at Civil Service Hospital. This partnership brought a low-cost bone marrow transplant service to the 27 million people of Nepal. Similarly, the Foundation's partnership with the government of Madhya Pradesh in India brought hospice and palliative care services to the 73 million people of that state.

Dr. Binay Shah and Tara Shah established the Binaytara Foundation Cancer Center in Janakpur, Nepal in December 2018. For this hospital, the Foundation raised \$1.2 million dollars in individual and corporate giving from 1,000 donors to sustain and scale this work. This 25-bed hospital is operated from a rented building and provides 24-hour cancer care, including cancer prevention, diagnostic services, cancer treatment (surgical oncology and chemotherapy), and palliative care services. The foundation recently broke ground to expand this hospital to a 200-bed state-of-the-art center for cancer care. Once fully operational, this hospital will provide cancer care to nearly 20 million people in that region.

## About Philanthropy at Binaytara Foundation

Binaytara Foundation's current focus is to expand the 25-bed hospital into a 200-bed state-of-the-art center of excellence for oncology clinical care and research. When fully operational, this hospital will serve patients living in an area of over 15 million people from Nepal and the neighboring Indian state of Bihar. The land has already been generously donated, and project and operating costs are estimated at \$16M for the campaign, of which \$1.5M has already been committed.

The Binaytara Foundation has consistently doubled its annual revenue since 2019, and is poised for exponential revenue growth in the coming years under the leadership of the new development director.

2020 Revenue: \$339,708 (October Fiscal, 2019 990)

2021 Revenue: \$978,980 (October Fiscal, 2020 990)

2022 Revenue: \$2,086,000 (October Fiscal, 2021 990)

## About the Position

The Binaytara Foundation seeks a creative, entrepreneurial, and collaborative leader to serve as Director of Development. The Foundation is looking for someone who shares their vision for improving access to cancer care in underserved communities. The current focus is on Nepal and India. The primary functions of this role are developing fundraising programs, creating new models for revenue generation, and building long-term relationships with donors, sponsors, and partners to raise the capital funds necessary to open and operate the new hospital.



The Director of Development reports to the President and will be a key leader, working alongside the board of directors to expand fundraising capabilities. They will also work closely with the team to develop compelling communications to inspire and motivate partners, donors, and other stakeholders who share Binaytara's values.

This position is suitable for someone with a track record in raising funds from individuals and institutional donors and grant-makers for global health related projects.

Candidates may come from a variety of professions, both business and nonprofit. Individuals with transferable skills from other fields and an open-mindedness to learning and growth will be considered.

## Key Responsibilities

### ***Fundraising Strategy and Leadership***

- In partnership and collaboration with the Board and the Executive Director, establish and drive fundraising and revenue generation goals and create and implement a comprehensive plan to meet those goals.
- Oversee the identification and segmentation of major donors, cultivation, solicitation, and ongoing donor engagement; and management of annual campaigns, planned gifts, event sponsorships, foundation and corporate giving, and major donations from individuals.
- Possess a working knowledge of fundraising plans, major gift programs, event planning and management, direct solicitations, donor relations, and volunteer management.
- Manage the human resources of the team to achieve these goals, including assessing and hiring talent for an appropriate reporting structure.

### ***Donor Communications***

- In collaboration with the team, actively drive, manage, and track fund development strategies and activities.
- Ensure diverse development campaigns occur throughout the year; develop a calendar of cultivation communications and draft tools needed to achieve this goal.

### **Development Activities and Events**

- Develop additional events to support fundraising and program development goals. (The foundation already hosts an annual gala which is produced by internal staff team.)

### **Key Qualifications**

- A minimum of five years in professional fund development is required.
- Proven track record of leading a development program and soliciting major gifts.
- Global health projects experience preferred.
- Must have strong team building and communications skills and understand global health funding and resource development needs.
- Experience with database management and data analysis.
- Data-driven, strategic thinker with an ability to execute strategies based on data indicators
- Comfortable with technology, e.g., Salesforce, Microsoft Office, Google Suite, and other CRM software.



### **Compensation**

The salary range for this position is \$110K - \$125K plus bonus structure. The successful candidate's starting salary will be determined commensurate with experience, competencies, and skillset.

This position is based on the West Coast with a preference for Washington state, however candidates in other locations will be considered.

**The Binaytara Foundation provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability, or genetics. In addition to federal law requirements, the Binaytara Foundation complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.**

**The Binaytara Foundation expressly prohibits any form of workplace harassment based on race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, genetic information, disability, or veteran status. Improper interference with the ability of Binaytara Foundation's employees to perform their job duties may result in discipline up to and including discharge.**

### **Vaccination Policy and Covid Policies**

Please email your cover letter and resume in confidence to:  
[BinaytaraFoundation@developmentguild.com](mailto:BinaytaraFoundation@developmentguild.com)

For more information, please visit [www.developmentguild.com](http://www.developmentguild.com).

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For more information about Binaytara Foundation, please visit <https://binayfoundation.org/>

## About Development Guild DDI

*For 40 years, Development Guild DDI has consulted to leaders across the nonprofit spectrum. Based in Boston and New York, we have successfully collaborated with more than 650 clients nationwide in the sectors of health & science, education, environment, the arts, and social justice. We are experts in executive search and fundraising and are at the forefront of delivering best practice in these services.*

*With each engagement, we work in teams tailored to a client's particular needs, providing sector-specific intelligence, cross-sector insight, and hands-on functional expertise. We combine our perspective on nonprofit leadership with our knowledge and experience in both fundraising and executive search. This distinct perspective enables us to deliver the most strategic and measurable impact.*



