



Chief Development Officer

Binaytara Foundation

Bellevue, WA

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BOSTON | NEW YORK

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

About Binaytara Foundation

Since 2007, Binaytara Foundation has been working to minimize cancer disparities by partnering to provide services to a population of over 100 million people in Nepal and India. They are the largest provider of cancer care education in the United States.

They are now focused on leveraging their success to increase impact.



New Hospital Rendering

With a powerful mission to improve healthcare in resource-poor communities and enhance cancer care worldwide by educating healthcare providers and community members, advocating for better access to care, and innovating program models and services that promote equitable access to healthcare, the Foundation supports their commitment by delivering continuing medical education to physicians through its global hematology/oncology and cancer disparity conferences. They provide continuing medical education to hundreds of medical professionals a year at over 35 conferences. These conferences bring the top experts in the field of oncology to discuss the latest developments in the field to educate healthcare providers and community members.

The Foundation also furthers their mission through partnerships with individuals, nonprofits, governments, corporations, foundations, and other supporters. In 2013, they collaborated 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 in that state.



Dr. Binay Shah and Tara Shah established the Binaytara Foundation Cancer Center in Janakpur, Nepal in December 2018. The Foundation raised \$1.2M from 1,000 individual donors and corporate partners to sustain and scale this 25-bed hospital's work, where patients receive 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 to from the rented facility to a 200-bed state-of-the-art center of excellence for oncology clinical care and cancer research. Once fully operational, the new facility will provide care to nearly 20 million people in that region.

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

About Philanthropy at Binaytara Foundation

The Binaytara Foundation has consistently doubled its annual revenue since 2020. With momentum generated from past success and exciting plans for the future, they are poised for exponential revenue growth in the coming years.

Even without staff dedicated to fundraising until now, Binaytara Foundation has a strong track record of increased support from individual donors, corporations, and foundations.

- 2020 Revenue: \$339,708
- 2021 Revenue: \$978,980
- 2022 Revenue: \$1,684,753
- 2023 Revenue: \$4,007,570

With a committed staff of fourteen, a nine-member board, and 160+ individual donors in FY23, Binaytara has a solid foundation upon which to expand their impact. Their oncology education program revenue and individual contributions are both growing rapidly.



As the Foundation looks to the future, urgent and compelling funding priorities and a database that includes 14,000 subscriber prospects support their goal to build a fundraising team to strengthen current operations and plan for future growth.

About the Position

The Binaytara Foundation seeks a creative, entrepreneurial, and collaborative leader to serve as their inaugural Chief Development Officer.

The Chief Development Officer will report to the President and will be a key leader, working alongside the founders and Board of Directors to expand fundraising capabilities. They will also work closely with the communications team of three to develop compelling materials that will inspire and motivate partners, donors, and other stakeholders who share Binaytara's values.

The first priority of this newly created role will be to assess current fundraising, and develop and execute a strategic fundraising plan that will build on the current base of support and identify new sources for revenue generation.

Successful candidates will have a passion for improving access to cancer care in Nepal and India and an interest in expanding support to serve new underserved communities.

Candidates with a solid track record of raising funds from individuals, institutions, and grant-makers for global-health-related projects are encouraged to apply. Expressions of interest from people with transferable skills from businesses



and other nonprofit organizations who bring an open-mindedness to learning and growth will also be considered.

Key Responsibilities

- Asses current fundraising and determine strengths and challenges.
- 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, grant funding, and major donations from individuals.
- Manage the human resources of the team to achieve these goals, including assessing and hiring talent for an appropriate reporting structure.
- 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 the strategies needed to achieve this goal.



Key Qualifications

- Passion for the Binaytara Foundation's mission.
- A minimum of five years in professional fund development.
- Proven track record of leading a development program and soliciting major gifts.
- Possess a working knowledge of fundraising plans, major gift programs, corporate and foundation strategies, direct solicitations, donor relations, and volunteer management.
- Must have strong team building and communications skills and understand resource development needs.
- Data-driven, strategic thinker with an ability to execute strategies based on data indicators.
- Experience with database management and data analysis.
- Comfortable with technology, e.g., Salesforce, Microsoft Office, Google Suite, and other CRM software.
- Global health projects experience a plus.

Compensation

The salary for this position begins at \$175,000 and the successful candidate's starting salary will be determined commensurate with experience, competencies, and skillset.

This position is based in Bellevue, Washington.

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.

Please email your cover letter and resume in confidence to:

BinaytaraFoundation@developmentguild.com

For more information, please visit www.developmentguild.com.

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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.

