



Development Manager

for **ARK**, award-winning social innovator
full-time, mostly remote work

We want a badass who is **positive, relentless, results and impact-focused**, loves to engage, thrives in a fast paced, high growth environment, wants global exposure, and has over **5 years experience in business development, partnerships and capital raise**. We are looking for someone who wants to make an impact, share our proven solution and transform a million lives!

We want someone who wants to roll-up their sleeves and get to work. We make it worth your while with cool benefits (we have a book budget! you get a bonus for reaching your fitness goals!) and a pretty competitive pay.

As ARK's Development Manager, you will:

- create impact by **achieving revenue targets**, and **identifying, cultivating and securing strategic partners and a portfolio of investors and donors** that will support ARK's strategic growth plan and mission
- **lead and execute engagements** and events to raise capital, grow and develop our donor base, and widen our reach and make it fun, unforgettable and impactful
- sharpen your strategic thinking skills as you **develop the best form of engagement and partnerships** together with our CEO
- be the backbone of the organization and **represent ARK in key engagement activities to create visibility and grow our network of champions**
- work closely with the CEO and the board of directors, and collaborate/coordinate with the development and marketing team in the Philippines and the US
- be part of special projects that will further ARK's visibility, reach and sustainability
- **meet game-changers and drum up cool ideas**, as you work with a global team and network from Manila to NYC
- **grow** and further **your dreams**

You will love the work if you

- are **positive, high energy, enjoy connecting with people** and crafting win-win relationships
- are a **go-getter, independent, and loves to get things done**. You are goal and impact-driven, creative problem solver, mature, direct, discreet, and have integrity.
- **love making connections** and getting people who want to solve hunger for good into the fold! You have proven experience developing strategies for cultivating relationships from cold calls and engaging with a diverse set of potential partners
- **enjoy raising funds** for a cause that you believe in. You have **a track record of successfully**



closing philanthropic gifts, and **securing multi-year, six-figure grants** from leading international foundations. You have at least 5 years of experience in fundraising, sales or business development, and have knowledge of fundraising principles, techniques, and ethics, deep understanding of the non-profit ecosystem and dynamic.

- have **fun building meaningful relationships and partnerships with partners across the world, from NYC to Manila**. You have **outstanding interpersonal skills**, and a keen ability to manage and work with executives, board of directors and high-level donors.
- have strong leadership, organization, writing and presentation skills.
- love telling extraordinary stories. You have the proven ability to effectively articulate and share an organization's differentiating attributes, value proposition and a case for partnership and support
- thrive in a growing, changing, and entrepreneurial environment. You are good at **multitasking, a team player and love wearing multiple hats**.
- **passionate** about your path and **those around you**; this position is for **YOU!**

Want in?

Email us at join@ruralkids.org; subject: "*I want to join the badass team your Development Manager*"; we prioritize who emails first. Our candidacy process includes joining ARK for a trial period.

Tell us about yourself. On your email please include your:

1. resume
2. letter – that sheds light on:
 - a. What aspect of ARK or the programs do you really like?
 - b. What of your talent and experience do you want to contribute?
 - c. What do you want to learn, gain or achieve in your tenure with us?
 - d. How will working with ARK bring you closer to your dream or help you in your next venture say in 2 years or 5 years time?
 - e. What are 3 things that your friends love about you? What do they all wish you would grow into?
 - f. the blanks (please fill in):
 - i. My heart skips and sings when " _____ ".
 - ii. When the going gets tough, I " _____ ".
 - iii. I need _____ first thing in the morning, no matter what.
 - g. Your earliest availability for an interview and a start date
3. Portfolio of work or narrative of the impact that you have made, cannot forget, and want to share

ARK solves with rural communities to create a path to secure their food, kids' schooling and a sustainable future. Our claim to fame is our innovative P2.50 school lunch, the world's first & only self-sustaining school lunch. As the pandemic closed down schools and made communities at-risk for hunger and strife, ARK pivoted and created Feed Back - a neighborhood vegetable exchange. This program enables communities to source their food from within and generate excess to sell to nearby villages and towns. Join ARK at the leading edge of social impact: believe in our partners, create markets, and solve for true sustainability and a clear exit.