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**BUILDING FORWARD!**

**Chief Philanthropy Officer**  
**Friends of Ethiopia Diaspora Trust Fund (EDTF)**  
**Remote (United States)**



## Background

### Ethiopians for Ethiopians!

The Friends of Ethiopia Diaspora Trust Fund (EDTF) is a unified effort by Ethiopians for Ethiopians established to mobilize the global Diaspora community to raise funds for vital sustainable development projects in Ethiopia without regard to ethnicity, religion, or politics.

Communities in Ethiopia face serious challenges related to ongoing civil strife, climate change, and widespread inequities. The current situation on the ground in Ethiopia is quite anguishing for many communities. The Friends of Ethiopia Diaspora Trust Fund (EDTF) was established to build on the strong identity ties that the Diaspora have to Ethiopia and their strong desire to serve and support their communities. It is this shared tradition of service and cultural pride that drives the Ethiopian Diaspora to seek a mechanism to support communities in Ethiopia even if they have never lived there themselves.

Friends of EDTF was established in September 2018 as an independent, tax-exempt 501(c)3 nonprofit charitable organization to accept worldwide donations. Its Board of Directors is made up of 12 people drawn from the global Ethiopian Diaspora and serving as is its fiduciary body. The Board provides leadership and oversight, sets the strategic direction, and develops policy and accountability measures.

The objective of EDTF is to mobilize contributions from the Ethiopian Diaspora and other individuals, companies, foundations, and governmental and non-governmental organizations (NGOs) to support social and economic development projects in various regions of Ethiopia. Projects are selected on their potential to make a high-level, positive impact on groups and communities. EDTF gives priority to projects focusing on youth, women, smallholder farmers, small enterprises, and entrepreneurs who can be agents of inclusive social and economic development.



LET US UNITE TO  
BRING THIS SMILE ON  
EVERY CHILD IN  
ETHIOPIA

Photo courtesy to UNICEF, Nahom Tesfaye

EDTF

## Fundraising and Grantmaking

Through a wide-reaching public campaign, fundraising events, and the hard work of volunteers, EDTF reached out to Ethiopian Diaspora communities across the globe. ***By 2020, more than 26,000 individuals from 93 countries had given more than \$7M in donations.***

EDTF's first matching grant was made to a Medical Relief Fund for \$500,000, the largest single donor in response to the COVID-19 crisis in Ethiopia, procuring and delivering medical supplies worth more than \$1.1M.

In August 2020, the Board of Directors awarded project grants totaling \$1,602,582 to critical development projects assisting communities in need. And in January 2022, the Board of Directors announced the launch of the \$3M "Building Forward" project that will lead to the construction of four secondary schools in the most war-affected regions of Ethiopia, where many schools have been destroyed. Two schools will be built in the Amhara region and two in the Afar region, serving a total of 3,840 students.

### Active Projects

#### EDTF and Active Projects Overview

[View Video](#)

#### Improving Children Learning Environment – GURMUU

[Overview](#) | [View Details](#) | [View Video](#)

#### Inclusive Education for Children with Disabilities – HPD-O

[Overview](#) | [View Details](#) | [View Video](#)

#### Integrated Services for Orphans and Vulnerable Children –HIDO

[Overview](#) | [View Details](#) | [View Video](#)

#### Water Supply for Hard-to-Reach Communities – PDN

[Overview](#) | [View Details](#) | [View Video](#)

#### Water Supply, Sanitation & Hygiene (WASH) – KGHCO

[Overview](#) | [View Details](#) | [View Video](#)





## The Opportunity

As the situation in Ethiopia continues to demand the assistance of the diaspora community, EDTF is searching for an entrepreneurial, passionate, and experienced **Chief Philanthropy Officer** to increase the ability of the diaspora community and others to contribute to direct impact on the lives of those in need. The Chief Philanthropy Officer is a new position that is critical to the ability of the organization to achieve ever-increasing impact towards its mission to support communities in need in Ethiopia. The Chief Philanthropy Officer will have the opportunity to develop and lead a fundraising strategy aimed at increasing support from high-net-worth individuals, family foundations and offices, and relevant philanthropic institutions to foster growth and create a stable source of funding for EDTF. The Chief Philanthropy Officer will build on existing relationships with individual funders and to tap into networks from the diaspora, Africa, and individuals connected to the organization.

This new positions presents a rare professional opportunity to take an innovative and entrepreneurial organization to the next level in terms of revenues and therefore impact.

The Chief Philanthropy Officer will have a goal of raising at least \$1M in revenue in the first year which will serve as the basis for setting subsequent yearly revenue targets. This person will also build new funding relationships with institutional donors (including government and multilateral agencies) and corporations. This is a tremendous opportunity to build upon a proven entrepreneurial effort to fund direct positive impact on the lives of individuals and resilience of communities in Ethiopia and Africa more broadly.

The impact of the support driven through EDTF will prioritize such critical sectors as health, education (STEM), water and sanitation, women and girls, technology, small-scale entrepreneurship, and other income and employment-generating projects.

*“Every single Ethiopian is deserving and is worthy of a great education, access to clean water, and living a life with the needed support to be lifted out of poverty.”*

~ Lulite H. Ejigu, Board Chair, Friends of EDTF





## Specific Responsibilities

Reporting to the Chair with responsibility to the full Board of Directors, the Chief Philanthropy Officer will:

- Develop and execute fundraising strategies that raise \$1M in the first year through individual, corporate, and institutional donors.
- Build relationships with a portfolio of existing and new major donor prospects, lead meetings and negotiations, and engage them with the work of EDTF.
- Design and implement a “best in class” stewardship program for all high-value donors and prospects, including a management framework for Board engagement and donor cultivation.
- Represent the organization in the diaspora community and with all donors and stakeholders including high-net worth individuals, foundations, corporations, and government organizations.
- Work both independently and with colleagues to develop content for proposals and the case for support for donors.
- Work with the team to design and carry out cultivation events and opportunities.
- Contribute to building the EDTF team as additional resources become available to do so.
- Ensure the core values of integrity, equity, respect, diversity, compassion, and transparency are exemplified in all aspects of the organization’s fundraising activities.
- Ensure that EDTF is transparent, accountable, efficient, and effective in all communications with existing and potential donors.
- Uphold the reputation of the organization.







## The Candidate

EDTF seeks a driven and experienced fundraiser with strong operational skills who can independently secure revenues to ensure the sustainability and growth of the organization. Competitive candidates will view themselves as out-the-door fundraisers.

### ***The ideal candidate:***

- Has a proven track record in securing revenues for international development (or related programs) from a range of funders.
- Comes with a network of individual, institutional and/or corporate funders to contribute to the fundraising pipeline.
- Has experience leading organizational growth.
- Knows the international development sector.
- Is experienced in working directly with a Board of Directors and high-level stakeholders.
- Is a relationship builder, door opener, and deal closer.
- Works independently without regular supervision and guidance and takes initiative to implement ideas and solve problems.
- Works comfortably and effectively across cultures.
- Has a collaborative and collegial approach to working with all internal and external stakeholders.
- Feels passionate about improving the lives of individuals and the wellbeing of communities in Ethiopia and Africa in general.

### ***Experience and Skills:***

- 7+ years of successful and progressive fundraising experience.
- Substantial experience working with private (individual, corporate, and foundation) funders. Knowledge and understanding of international public and private sector funding sources.
- Successful experience working with USAID, UN agencies, and other government and multilateral agencies.
- Track record developing and implementing fundraising strategies.
- Proficiency in working with data and preparing data-driven reports.
- Experience working or doing business in Africa (preferably Ethiopia).
- Excellent written and oral communication in English is required.

Location: Applicants must live in the US (preferably the Washington, DC metro area but other major U.S. cities where the Ethiopian Diasporas reside will be considered).



Applications can be submitted at <https://driwaterstonehc/position/fedtf-chief-philanthropy-officer/>

The preferred location for this position is the Washington, DC metro area. The Board will consider candidates residing in other major U.S. cities where the Ethiopian Diaspora resides.

The Board of Directors prefers to hire this role as a contracted position. Candidates with other similar clients or a track record of working as a contracted fundraiser in this space are encouraged to apply.

Expected salary range: \$125,000 - \$145,000. Compensation will be commensurate with the candidate's special skills, years of experience, and unique background. We welcome the opportunity to connect with potential candidates whose salary requirements may be outside of the expected hiring range.

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

DRiWaterstone HC is an executive search and development consulting firm that recruits senior leaders and works with them to build talented teams, create bold strategic plans, and design powerful fundraising programs.

**EQUAL OPPORTUNITY EMPLOYER**

The Friends of EDTF, Inc. provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.