

APIAHF

ASIAN & PACIFIC ISLANDER
AMERICAN HEALTH FORUM

Development Director **Remote Position**

EXECUTIVE SEARCH PROFILE



OVERVIEW

Headquartered in San Francisco California and with an office in Washington, DC, the Asian & Pacific Islander American Health Forum (APIAHF) is the oldest and largest health advocacy organization working with Asian American, Native Hawaiian, and Pacific Islander (AANHPI) communities across the nation, in US Territories, and with US-affiliated Pacific jurisdictions. By providing policy and political analysis, research and data support, and effective communications strategies, APIAHF supports local AANHPI communities to have an influence on local, state, and national policy. By providing grants, training, technical assistance, and consulting, APIAHF is a source of key resources so that communities can mobilize and grow stronger in their coalitions and organizational structures.

MISSION

Achieving health equity for Asian American, Native Hawaiian, and Pacific Islander communities through law, policy, and practice.

VISION STATEMENT

A healthier future for Asian Americans, Native Hawaiians, and Pacific Islanders, inspired and driven by community.

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Asian & Pacific Islander American Health Forum (APIAHF)

As a health justice non-profit organization, APIAHF is dedicated to improving the health and well-being of more than 25 million AANHPIs living in the United States and its jurisdictions. APIAHF believes that all persons have the right to be healthy, the right to live in a thriving community, and the right to quality, affordable, and accessible health care.

Influencing and Shaping Policies that Impact AANHPI Communities

APIAHF works with partners from local communities to influence local, state, and federal-level public policy. Its presence and partnerships in Washington, DC allow the organization to shape federal policies that impact AANHPI communities across the nation by expanding access, improving quality, and advancing health equity.

Mobilizing Communities Across the Nation for Change

APIAHF engages community leaders across the country, including community public health organizations and social justice advocates, on national and state issues to address health challenges in their backyard, rally against harmful policies, organize around healthy practices, and call on policymakers to improve the health of our communities.

Strengthening Programs and Organizations

APIAHF strengthens local and regional community organizations by providing them with the tools, skills, training, technical assistance, and organizational capacity building needed to empower them to be stronger advocates in their communities.



38

Serving 38 years of leadership, advocacy, and movement building



25M

APIAHF is a leading voice for over 25 million AAs and NHPs in the US



250+

Working with over 250 community organizations in 34 states



1M

Helped enroll nearly 1,000,000 AANHPIs in the Affordable Care Act



THE OPPORTUNITY

The **Development Director** is responsible for creating a comprehensive fundraising strategy for APIAHF. The Development Director works with the CEO, members of the leadership team, and the Board of Directors to implement the strategy and ensure the financial sustainability of the organization and the success of its programs and services.

Responsibilities

- ❖ Create and implement a comprehensive fundraising program including major gifts, corporate and foundation giving, planned giving, and special events.
- ❖ Shape and lead initiatives to grow the donor pipeline and deepen donor engagement by identifying, prioritizing, qualifying, and cultivating prospective funders and partners.
- ❖ Build and manage a pipeline and portfolio of major donors.
- ❖ Lead the strategy for fundraising collateral and partner with the communications team to create compelling fundraising materials and web and social media experience.
- ❖ Lead the writing, research, and submission of proposals and reports in partnership with programmatic team members
- ❖ Plan and execute special events that engage donors and raise funds for the organization, including donor receptions, APIAHF's signature Health Equity Awards event, and the national conference.
- ❖ Advise the CEO on strategic and tactical fundraising efforts.
- ❖ Support the Board Development Committee and build and empower the Board's capacity, capability, consistency, and confidence in fundraising.
- ❖ Monitor and analyze fundraising data to evaluate performance and adjust strategies.
- ❖ Serve as a senior leader in the organization as an engaged member of the leadership team.
- ❖ Supervise, coach, and manage the development team, which may include hiring one or more additional staff members.
- ❖ Ensure that the development team is resourced appropriately and has the tools, systems, and processes to ensure successful achievement of all goals and objectives.
- ❖ Ensure compliance with all funder guidelines in grant submissions and reporting.



THE CANDIDATE

This is an exciting opportunity for a seasoned and entrepreneurial development professional to shape and lead the fundraising strategy for a mission-driven organization at a pivotal moment. As the Director of Development (DoD), you will have the autonomy to craft your vision for diversifying and expanding the organization's funding streams, building upon a strong foundation of corporate and government partnerships. With the ability to make this role your own, you will work closely with a dynamic CEO to form a powerful, collaborative partnership that will allow you to leverage existing strengths while innovating new approaches. You'll be instrumental in shaping the future of fundraising for an organization that plays a critical role in advancing health equity for Asian American, Native Hawaiian, and Pacific Islander communities across the nation.

This role offers the ideal candidate the chance to tackle meaningful challenges while making a tangible impact. You will have the opportunity to broaden the donor base, build board capacity, and develop new funding streams, particularly in individual and foundation giving. With minimal interaction with federal grants, your focus will be on driving strategic growth through corporate and foundation partnerships, and leading high-profile events like the Health Equity Awards. If you are a strategic, hands-on leader with a passion for fundraising and the entrepreneurial spirit to lead a development program to new heights, this position will provide you with the tools, support, and platform to thrive.

Qualifications

- ❖ 7+ years experience in fundraising and development in the nonprofit sector or equivalent relevant work experience.
- ❖ Bachelor's Degree required.
- ❖ Experience project managing, supervising, and developing staff and board members.
- ❖ Exceptional written and verbal communication skills to engage donors, funders, and prospects in understanding and joining our work.
- ❖ Demonstrated grant writing experience, successfully soliciting grants from national and/or regional foundations.
- ❖ Knowledge of Salesforce or other similar donor management software.
- ❖ Highly organized with acute attention to detail and accuracy.
- ❖ Strong interpersonal and relationship-building skills.

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Applications:

Please submit your application to:

<https://driwaterstonehc.com/position/development-director-apiahf/>

Please direct inquiries and nominations to:

BJ Davis, Senior Consultant - davis@driwaterstonehc.com

Salary Range: \$115k to \$130k

Location: Remote Position

Equal-opportunity Employer:

APIAHF is an equal-opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, age, sex, sexual orientation, gender identity, national origin, disability, or veteran status

About DRiWaterstone:

DRiWaterstone is a women-founded and led executive search firm recognized by Forbes magazine as one of the leading executive recruiting firms in the U.S. With a focus on purpose and mission-driven organizations, we provide executive search and strategic consulting services to help regional, national, and international clients grow, thrive, and excel.