



DIGNITAS

## Job Posting: Director, Program and Business Development

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**Location:** Toronto, Ontario, with possibility to work remotely

**Contract:** Full-time, 3-year contract with possibility of renewal; possibility to negotiate 80% FTE

**Anticipated start date:** To be negotiated

**Salary and benefits:** CAD \$100K to \$120K (100% FTE); remuneration commensurate with qualifications and experience. Generous medical benefits package included.

### Us

At [Dignitas International](http://dignitasinternational.org/), we believe in the inherent dignity of every human being and that the right to health belongs to everyone. We work on the frontlines to deliver medical care, conduct high-impact research to strengthen health systems, and use our experience and evidence to advocate for equitable national and global health policy. Dignitas is a registered charity in both Canada and the United States with its headquarters in Toronto, Canada. For more information, please go to our website <http://dignitasinternational.org/>.

### The Charge

We are looking for a proven leader to play a critical role in advancing Dignitas' strategic growth, developing innovative and impactful programming, and competitively and successfully pursuing and acquiring funding.

Based at Dignitas International's Headquarters and a key member of the management team, the Director of Program and Business Development is a senior medical program professional and primary resource mobilization expert within the organization. The Director takes the lead on all program development activity, and drives proposal efforts for all health-related funding opportunities.

**Leadership:** Contribute to the organization's strategic plan and vision, and serve as the practice leader in the area of global health programs and resource mobilization. The Director leads by example to infuse a spirit of excellence and innovation within DI culture and working environment.

**Program Development:** Build relationships with other experts in the field of global health, and liaise with donors, experts and other stakeholders in Canada, and globally. Provide leadership and support to program teams in Africa and Canada, and our Ideas to Impact (izi) Lab, in the areas of program design and strategy development.

**Resource Mobilization and Diversification:** Drive the organization's top strategic priority by building relationships, liaising and networking to fund Dignitas' programs. Manage all collaborative proposal development processes and serve as technical lead for all proposals. Liaise and coordinate

with prime partners and sub-partners to produce high quality competitive proposals. Work collaboratively to provide input into the proposal budgeting process. Support the effective start up efforts for funded projects and ensure a smooth transition from grant acquisition to implementation.

**Knowledge Management, Communications and External Relations:** Strengthen Dignitas' program development resources, and contribute technical inputs to produce high quality collateral for the organization including annual reports, marketing materials, etc. Represent Dignitas at technical meetings, advocacy fora, and in other external-facing functions.

## You

Your qualities, experience, and skills will enable you to thrive and excel at this role. You ...

**Have educational credentials:** PhD, MPH, MSc in a health-related field or similar; Clinical background an asset (MD, B/MScN).

**Have the skills and experience to develop health programs with impact:** Minimum 8-10 years' experience in global health, with experience in HIV/AIDS and/or SRH and/or NCD programming. Field programming experience and perspective required.

**Bring experience in resource mobilization:** Minimum 5 years' experience mobilizing resources for global health programs with a proven track record in successful grant acquisition.

**Are a collaborative leader.** Able to inspire a shared vision for the staff, and to operationalize that vision, turning ideas and plans into action and results. Ability to bring ideas and vision to shape the future direction of Dignitas as an institution.

**Are a strategic thinker:** Apply technical and professional experience in close collaboration with others. Problem solve and encourage change for success while building trusting and strategic relationships with Dignitas staff and partners. Applies innovative solutions and encourages other to seek opportunities that adapt to new environments.

**Are Values-driven:** Demonstrate Dignitas' core values of integrity, excellence, equity, innovation & learning, collaboration & partnership.

## Want more information?

If we've piqued your interest and you'd like more information about this position, please go to our website for a full job description: <http://dignitasinternational.org/careers/>.

## Want to apply?

Please forward your cover letter and CV to [jobs@dignitasinternational.org](mailto:jobs@dignitasinternational.org) with '**Director Program and Business Development**' in the subject line. **Applications will be accepted until this position is filled.**

Dignitas sincerely thanks all those who apply, however only those considered for an interview will be contacted.