



DIRECTOR, CORPORATE PARTNERSHIPS

ORBIS INTERNATIONAL

Location—Remote



The Aspen Leadership Group is proud to partner with Orbis International in the search for a Director, Corporate Partnerships.

The Director, Corporate Partnerships will lead Orbis International's corporate partnerships activities in the United States and in key markets globally. The Director will oversee existing and cultivate new corporate partnerships with some of the largest global multi-national brands, large blue-chip companies, and mid-size and small enterprises across an array of collaborations including employee giving, cause related marketing, shared value partnerships, corporate social responsibility, gifts in-kind, and cash donations to meet Orbis's revenue and brand awareness objectives. The Director will ensure the design and implementation of corporate partnership strategies to meet revenue goals, maintain excellence, and support expansion. The Director will build a robust portfolio of corporate partners in the United States and in key markets globally and ensure the systematic identification, cultivation, solicitation, and stewardship of Orbis International's partners and prospects. The Director will partner with the Vice President, Chief Development Officer, Chief Executive Officer, and the Orbis Board and committee members to seek their facilitation and support of corporate partnership outreach and cultivation efforts.

Orbis International is a non-profit that brings people together to fight avoidable blindness. With its network of partners, it mentors, trains, and inspires local teams to fight blindness in their communities. Orbis believes that no one should live a life of unnecessary blindness, simply because of where they were born. Its mission is to use its amazing network of partners, supporters, staff, and sector leading volunteers to empower local communities with the skills and resources necessary to fight blindness on their own. It works alongside eye teams in communities to provide training and guidance to leave a long-term eye care legacy that will restore vision for generations to come. Orbis builds its networks on trust and commitment and seeks to collaborate with corporate partners, fellow NGOs, and local hospitals. It has made a promise to local eye teams to always strive for excellent, sustainable results that will suit its local partners' needs.

Training and collaboration are at the very heart of everything Orbis does. With the help of its world-leading volunteers, it provides training to all types of healthcare workers—from doctors and nurses in regional hospitals to district leaders and teachers in remote areas. With the help of its amazing partners and supporters, Orbis has been a pioneer in the prevention and treatment of blindness for nearly 40 years. It works where the need for eye care is greatest and where it can do the most good. It has conducted training projects in over 92 countries, over 78 with the Flying Eye Hospital, where it works closely with governments and health ministries. It has long-term projects around the world across countries including India, Bangladesh, Nepal, China, Vietnam, Ethiopia, South Africa, Ghana, Zambia, Cameroon, Peru, Mongolia, and Indonesia. Orbis has positively impacted the lives of millions of adults and children enabling them to see the world clearly and reach their full potential.

Orbis strives for excellence in everything it does—from its world leading volunteers to its state-of-the-art Flying Eye Hospital—and only the best training and practices will be passed on. Orbis is guided by its vision to transform lives through the prevention and treatment of blindness. It has high standards for how it achieves this. Orbis is looking to attract inspiring and motivated people to help fight blindness in communities around the world. Experience is vital to any application but over and above this Orbis is looking for individuals who share its values.

REPORTING RELATIONSHIPS

The Director, Corporate Partnerships will report to the Vice President, Leadership Giving, Kasia Biezychudek and will work closely with the Vice President, Global Fundraising and in coordination with senior leaders and key stakeholders across the organization. The Director will supervise the Associate Director, Corporate Partnerships and the Associate, Corporate Partnerships. As the lead focal point for corporate fundraising, and serving as a global ambassador of Orbis, the Director will foster internal and external relationships with Orbis colleagues, fellow fundraising professionals, and other key contacts and supporters around the world, as well as Orbis donors and partners.

FROM THE VICE PRESIDENT

338 million people around the world live with blindness or severe visual impairment. Most of them don't have to. 70% of their conditions are avoidable. But most don't have access to care. 90% live in low- and middle-income countries where there are too few eye doctors, and the barriers are many. COVID-19 has made the situation more dire.

I joined Orbis because we have the opportunity to change this—to rid the world of avoidable blindness and transform countless lives and lifetimes. Saved or restored sight means kids can go to school, adults can earn a living, and people who might otherwise be marginalized, can pursue their dreams. As a mom myself, nothing motivates me more than helping a child live their full potential.

I also joined Orbis to be part of a group of people on a mission. The energy, enthusiasm, mutual support, and respect of our development team gives me wings.

It is an exciting time to join Orbis because our CEO, Derek Hodkey, has launched our new 5-year strategic plan. As we work to make this plan a reality, we will be leveraging all of our training platforms, engaging our global colleagues—in offices from Addis Ababa to Ulan Bator—and harnessing numerous emerging technologies—like virtual reality simulation—to increase our reach and better evaluate our results.

Areas that will make important contributions to organizational growth, and open new opportunities for individual donors, will include programmatic investments in Diversity, Equity, and Inclusion as well as a global commitment to Women and Girls across all of our projects.

Corporate Partners have been at the heart of Orbis since our founding—over 40 years ago—and quite simply, Orbis wouldn't exist without them. We have some of the world's biggest brands supporting our work including: FedEx, who's employees donated our current Flying Eye Hospital, and also fly and maintain it free of charge as part of their fleet; Alcon provides vital Gift in Kind medical equipment and training, as well as precious funding for our work on the ground; Omega and its celebrity ambassadors such as Cindy Crawford and Daniel Craig have supported Orbis for over 10 years and help to promote our work to a global audience; and new partners such as Xbox have recently featured the Flying Eye Hospital in their Flight Simulator game.

The role of Director, Corporate Partnerships is a vital position at Orbis. You will secure new multi-year, multi-million-dollar partnerships through combining Orbis's many unique assets with companies environmental, social, and governance and corporate social responsibility initiatives. New partnerships will focus on a range of activities including employee giving, cause related marketing, shared value partnerships, gifts in-kind, and cash donations to meet Orbis revenue and brand awareness objectives.

Our corporate partners make our vision come true. You can play a huge part in this story by bringing new corporate partners into the Orbis community, and I hope in doing so, you will be proud of the work we are accomplishing together and have fun in the process!

–Kasia Biezychudek, Vice President, Leadership Giving

ORBIS INTERNATIONAL'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

Orbis International recognizes and values the intersecting identities people bring to the organization. As a global organization, Orbis welcomes qualified applicants who reflect the five Orbis values of Accountability, Caring, Commitment, Excellence, and Trust. Orbis encourages qualified applicants from diverse backgrounds, cultures, lived experience with their mission, and those belonging to communities that have been historically excluded or marginalized to apply. Frequently cited statistics show that members of structurally marginalized and underrepresented groups apply to jobs only if they meet 100% of the qualifications. Orbis encourages candidates to break that statistic and to apply.

PRIMARY RESPONSIBILITIES

The Director, Corporate Partnerships will

- sustain a current portfolio of approximately \$3 million and build on this success, maintaining existing partnerships, leveraging warm leads, building a new prospect pipeline, and devising innovative corporate fundraising propositions across sectors to increase revenue and branding awareness;
- be a leader and expert for Orbis's corporate fundraising activities in the U.S. and in key markets globally;
- design and implement strategies aimed at recruiting and retaining corporate donors and garnering unrestricted and restricted support, enhancing the Orbis image, and communicating mission and goals to U.S. and global audiences;
- in collaboration with key stakeholders, qualify and clear prospects, develop and implement strategies for engaging multi-national corporate donors with multiple touchpoints, and secure support from current donors and future prospects whose business interests align with that of Orbis;
- manage and grow Orbis International's portfolio of corporate partners, mid-level corporate donors, prospects, and gift-in-kind donors through the cultivation, solicitation, and stewardship of donors;
- plan, direct, and contribute to the implementation of all aspects of corporate cultivation and partnership events;
- meet and exceed multi-year and annual revenue and branding awareness goals;
- develop the tools, processes, and systems necessary for a successful corporate partnership program;

- formulate and closely monitor the corporate budget, ensuring that revenue and expense targets are met;
- provide oversight of corporate revenue tracking reports including assessments around variance trends and ensure corrective action is taken;
- provide leadership, inspiration, and accountability for Orbis's corporate fundraising program, ensuring that Orbis is strongly engaged with the business sector;
- foster a professional work environment and provide regular and meaningful performance feedback;
- lead by example and foster a culture of collaboration, partnership, trust, and timely communication;
- manage corporate donor program expectations, provide support, and share best practices for corporate fundraising with global offices;
- contribute to the implementation of organization-wide fundraising events and collaborate with colleagues on local and global projects and initiatives; and
- collaborate with the communications and marketing department on development of collateral pieces including newsletters, annual reports, brochures, and other materials.

LEADERSHIP

Derek Hodkey President and CEO

With 25 years of experience in health-related fields, Derek Hodkey brings with him a wealth of leadership experience that spans across international development, research and development, life sciences, non-profit as well as in the biotech and pharmaceutical sectors to his role as President and CEO. He joined Orbis in September of 2020 from Counterpart International, an international non-governmental organization that partners with leaders, organizations, and social sector networks to build inclusive, sustainable communities. With his rich expertise in the health space and background leading global teams, Derek helps Orbis continue to push boundaries and transform lives through the treatment and prevention of blindness. Before his role as Counterpart's Chief Operating Officer, a role in which he served for six years, Derek spent eight years at the International AIDS Vaccine Initiative.

As a scientist, Derek began his career at Merck & Co, initially as a chemist, but went on to hold several roles over the next 12 years—including Director, Resource & Research Planning—before moving into a senior management position at Vertex Pharmaceuticals and Cambridge Healthtech Associates Inc. Derek holds an M.B.A. from Fairleigh Dickinson University and a B.S. in Chemistry from the University of Akron.

Allan Thompson Acting Chief Development Officer and Vice President, Global Fundraising

Allan Thompson has 25 years of experience raising funds for organizations focusing on the prevention of blindness and supporting blind, visually impaired, and deaf people across the U.K. and internationally.

Since joining Orbis in 2010 as Director of Fundraising for the Europe, Middle East, and Africa regions, Allan has developed and implemented fundraising strategies that have led to the tripling of donations and grants from a wide range of donors, companies, and institutional partners. This funding has also leveraged over \$1 billion of gift-in-kind in medical supplies for Orbis's work fighting the blinding disease trachoma. Together, these achievements have played a significant role in increasing Orbis International's income from \$84 million in 2010 to \$364 million in 2021.

In 2020, Allan became the Vice President of Global Fundraising, with the responsibility of bringing Orbis's global fundraising teams together to reach new heights, and in May 2022 Allan took on the role of Acting Chief Development Officer, leading Orbis's global fundraising teams to inspire donors to support its sight-saving work globally.

Kasia Biezychudek

Vice President, Leadership Giving

Based in California, as a strategic leader, visionary, and development expert, Kasia Biezychudek is responsible for overseeing and expanding Orbis's leadership giving program which includes US Major Giving and Corporate Partnerships. Focusing on key donors and partners, she leads a team of development professionals to create and amplify organizational growth. Kasia works closely with the Chief Development Officer, Orbis Board and committee members, organizational leadership, supporters, corporate partners, volunteers, and the entire Orbis community to inspire and mobilize resources while at the same time providing donors with meaningful engagement and helping them meet their philanthropic goals.

Kasia is passionate about her work at Orbis because she gets to make a direct impact on people's lives. Coming from a diverse background of over 16 years of for-profit and non-profit experience, Kasia is driven by social missions and skilled at relationship building and stakeholder management on an international level. Prior positions include enterprise sales for a mental health technology startup, strategic partnerships at a McKinsey & Company NGO strengthening health systems in sub-Saharan Africa, UNDP facilitating private sector engagement in enterprise solutions to poverty, CFO, and investor. Kasia holds an MBA from Harvard Business School and is fluent in Polish and Spanish.

Her management style encourages her staff to take ownership and make their projects their own, while creating a supportive, collaborative environment.

PREFERRED COMPETENCIES AND QUALIFICATIONS

Orbis International seeks a Director, Corporate Partnerships with

- a commitment to the mission of Orbis International—to work with its network of partners to mentor, train, and inspire local teams to fight blindness in their communities;
- an ability to thoroughly understand and appreciate Orbis International—its structure and programs, finances and stakeholders;
- experience developing new and sustainable multi-year, multi-faceted corporate partnerships;
- an entrepreneurial approach to raising funds and stewarding donor relationships;
- experience designing and implementing successful corporate fundraising programs and strategies that are directly tied to business objectives;
- experience managing fundraising budgets;
- strong command of best practices and techniques for fundraising and corporate business development, including proven experience articulating a clear value proposition to potential corporate partners;
- experience working with tech companies (preferred);
- experience liaising with a wide range of stakeholders from board to C-level with the ability to work seamlessly and diplomatically at the senior level;
- superior communication skills and an ability to present effectively and convincingly in writing as well as verbally;
- consummate relationship-building skills, with a capacity to inspire new donors to give and colleagues to collaborate as a team; and

- familiarity with global health issues and the global health NGO network in general.

A bachelor's degree is required for this position as is at least seven years of experience in corporate fundraising or marketing.

SALARY AND BENEFITS

Orbis International offers a competitive salary and benefits package.

LOCATION

This is a fully remote opportunity. The Director, Corporate Partnerships may work from a remote location when not travelling for Orbis or meeting with donors. For those who prefer to work in an office setting some or part of the time, Orbis International's New York office has temporary and permanent desk solutions for employees that can accommodate those preferences. Orbis's current policy requires that all staff visiting the New York office must be vaccinated against COVID-19. This position requires an ability to travel nationally and internationally up to 40% of the time.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Orbis International as well as the responsibilities and qualifications presented in the prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit:

[Director, Corporate Partnerships, Orbis International.](#)

To nominate a candidate, please contact Patrick Key:

[patrickkey@aspingleadershipgroup.com.](mailto:patrickkey@aspingleadershipgroup.com)

All inquiries will be held in confidence.