



**DIRECTOR OF PHILANTHROPY**  
**HEALTH IN HARMONY**  
**Location-Remote**  
[Health In Harmony](#)



The Aspen Leadership Group is proud to partner with Health In Harmony in the search for a Director of Philanthropy.

The Director of Philanthropy will accelerate the growth of Health In Harmony to meet the urgency of the climate crisis. The Director of Philanthropy will work with the Founder, the Executive Director, the staff, and Health In Harmony's passionate Board of Directors to focus on building long-term relationships with donors and to develop strategies that will take the organization from \$2.75 million to \$20 million over the next five years.

In a business-as-usual scenario, global temperatures will rise at least 1.5 degrees Celsius over pre-industrial averages by 2030, according to the Intergovernmental Panel on Climate Change. Without immediate action to prevent this rise, Earth and its diverse ecosystems will face irreversible negative impact by mid-century.

Health In Harmony is a nonprofit organization working to reverse deforestation of tropical rainforests as a solution to global heating. It does this by partnering with communities in and around rainforests, who often have to log, mine, or poach for the cash to pay for healthcare-related emergencies. Health In Harmony's [Radical Listening™](#) approach facilitates community-designed solutions to which it brings the necessary resources, such as primary healthcare, organic farming skills, reforestation, and small business creation. In doing so, Health In Harmony assists their desires to preserve tropical rainforests.

Health In Harmony started working in Indonesia in 2007, and in 2019 it expanded to Brazil and Madagascar. In Indonesia, since 2007, Health In Harmony has reduced the number of logging households surrounding Gunung Palung National Park by 90%, reduced infant mortality by 67%, and protected \$65 million worth of above ground carbon (Jones et al, publication pending). These results give Health In Harmony the confidence to replicate its model in other rainforests around the world. Over the past three years Health in Harmony has doubled its donor base and revenue, while maintaining high levels of donor retention and engagement.

## REPORTING RELATIONSHIPS

The Director of Philanthropy will report to the Executive Director, Jonathan Jennings and serve on the management team along with the Founder, Managing Director, and the Program Director. The Director of Philanthropy will supervise the Donor Stewardship Manager.

## PRINCIPAL OPPORTUNITIES

*In the last 12 months Health In Harmony has, among other things*

- *won the Ashoka accelerator prize and scaling mentorship;*
- *won the UN Momentum For Change Award and a seat at UN COP26;*
- *secured an influential publisher (Macmillan) for Founder Kinari Webb's book, planned for late 2021;*
- *has been invited to the Skoll Forum;*
- *explored positioning Health In Harmony into impact investments (SDG funds);*
- *continued establishing partnership agreements with critical new partners including Woodwell Climate Research Center (formerly Woods Hole Research Center) and Harvard School of Medicine;*
- *fundraised/conducted an approximately \$600K one-of-its-kind Planetary Health emergency response to coronavirus in Borneo and Madagascar; and*
- *grown revenue 47% (from 2018 to 2019).*

*Furthermore, Health In Harmony's 10-year impact analysis of performance at our proof of concept program in Borneo (conducted by Stanford researchers) concludes that our \$5.2 million dollar investment between 2007 and 2017 protected \$65 million worth of carbon and stabilized loss of primary forest.*

*Our scaling end game is for our model to be responsible for the protection of at least 50 million acres of high-conservation-value tropical rainforest world-wide by year 2030. Today, our proof of concept site in Borneo protects approximately 250,000 acres. Our three replication sites in Madagascar, Indonesia, and the Brazilian Amazon are on their way to protecting a combined 17 million acres. We've been focused intensely since 2017 on nurturing these replication sites and now we're increasingly focused on going to scale: we aim to end 2021 with a platform prototype developed with Woodwell Climate Centre, Jane Goodall institute, and Annie Cannons.*

*The next five years will be ones of significant growth for Health In Harmony, as we go to scale. We have grown income and program investments by at least 35% in each of the last three years. Our Director of Philanthropy (a new position in the organization) will be the primary strategist and catalyst for accelerated revenue growth, and will take over a highly performant, 10-year old fundraising program which provides a powerful platform on which to seed and grow more ambitious fundraising investments. A culture of philanthropy is deeply instilled. The Founder, Executive Director, and Board of Directors, all committed to fundraising, will expect you to deploy their skills to your fundraising goals.*

—Jonathan Jennings, Executive Director

## PRIMARY RESPONSIBILITIES

The Director of Philanthropy will

- in collaboration with the Executive Director, Founder, and management team, nurture and build upon the culture of philanthropy within the organization;
- develop and implement the overall fundraising strategy for revenue growth, with an emphasis on soliciting gifts of six-figures and above;
- develop annual philanthropic action plans including long-range fundraising plans with a goal of contributed revenue of \$20 million within five years;
- manage a personal portfolio including the identification, cultivation, one-on-one solicitation, and stewardship of major and planned giving donors, foundations (in collaboration with a grants management team), and corporations at the six-figure level and above;
- facilitate prospect research on potential donors from various sectors, including individuals, foundations, and corporations;
- sustain, grow, and manage key relationships with public and private funders;
- oversee compelling, state-of-the-art stewardship activities;
- recruit, manage, mentor, and retain development staff and oversee departmental budget;
- create ongoing, meaningful opportunities to deepen relationships with current and potential supporters by leveraging Health In Harmony's Executive Director, Founder, staff, and Board in creative ways; and
- be an effective representative for Health In Harmony.

## KEY COLLEAGUES



**Jonathan Jennings**  
**Executive Director**

Jonathan holds an MS in Biology and Ecology and an MA in International Security. He spent 13 years with Doctors Without Borders managing humanitarian programs across the Balkans, Africa and Asia, and in 2013 became the Deputy Executive Director of Doctors Without Borders Canada. Jonathan became increasingly dissatisfied with international aid programs' inability to address the root causes of climate breakdown and ecological collapse. Recognizing that human and environmental health are

fundamentally intertwined, he followed his vision for change, becoming Executive Director of Health In Harmony in 2017.



**Kinari Webb, MD**  
**Founder**

Kinari developed the vision for Health In Harmony on an undergraduate trip, studying orangutans at Gunung Palung National Park in Indonesian Borneo in 1993. Dr. Webb graduated from Yale University School of Medicine with honors and then founded Health In Harmony in 2005 to support the combined human and environmental work that she envisioned. Kinari also co-founded Alam Sehat Lestari (ASRI) with Hotlin Ompusunggu and Antonia Gorog. Kinari currently splits her time between Indonesia, international site assessments, and the San Francisco Bay Area.



**Trina Noonan**  
**Managing Director**

Trina graduated with a BA in Journalism and MS in Environmental Studies. Before joining Health In Harmony in 2013, Trina worked and volunteered with a variety of publications and environmental and social nonprofits and spent 6 months traveling in Europe and the Middle East.



**Ashley Emerson**  
**Program Director**

Ashley holds an MA in International Development. She has extensive research and on the ground experience in public health and economic development initiatives, particularly in women's economic development abroad. Ashley also ran an international non-profit focused on community-driven solutions to public health, education, and economic challenges. Ashley also co-founded an LGBTQ arts organization and served on a number of non-profit boards before joining Health In Harmony in 2018.



**Kristen Grauer**  
**Donor Stewardship Manager**

Kristen has a BA in Global Studies and minors in both Latin American Studies and Graphic Design. She spent a semester studying and volunteering in Valparaiso, Chile, which deepened her interest in art and international development. Before joining Health In Harmony in 2019, she supported a range of nonprofits working to make the world a more sustainable and equitable place, based in Portland, Oregon and Washington, D.C.



**Steve Kusmer**  
**Vice President, Board of Directors, Chair of the Development Committee**

Steve Kusmer is co-founder and CEO of Abvio, a maker of award-winning fitness applications for iPhone and Android. Prior to this, he was co-founder, CEO, and Board Chair of Atomz from 1998 until its acquisition in 2005, where it is now a part of Adobe. He has led teams creating products ranging from the world's first word processor for handwriting to search engines for enterprise web sites. He is an author of thirteen patents in mobile and internet technologies, and was named an entrepreneur of the year in 2006 by New Enterprise Associates.

## **PREFERRED QUALIFICATIONS**

Health In Harmony seeks a Director of Philanthropy with

- a demonstrated ability to build a culture of philanthropy and to enthusiastically and successfully engage in one-on-one solicitation for six-figure and above gifts and ongoing donor stewardship;
- comfort and facility with a wide range of philanthropic work, including solicitation and stewardship of individual major donors, engaging foundation and corporate donors, implementing campaign fundraising including with international partners, supporting planned and recurring giving, and utilizing major donor prospect research and qualification;
- a successful track record in executing fundraising on strategy, setting priorities, managing multiple projects, and working effectively under pressure to achieve individual and organizational goals;
- experience supervising a staff team and overseeing a department budget;
- advanced organizational skills, attention to detail, reliability, and flexibility;
- an ability to thrive in a fast-paced environment;
- an ability to manage toward clarity, find solutions, and think strategically about the organization;
- excellent verbal and written communication and interpersonal skills, an ability to listen to and balance, negotiate, and work with a variety of internal and external stakeholders;
- proficiency with Microsoft Office, donor databases, wealth screen technology, web-based applications, and use of the internet for research;
- a keen interest in learning and developing as a professional, staying up to date on best practice research;
- the personal qualities of warmth, an outgoing temperament, and an ability to connect and engage with all people, across diverse cultures, backgrounds, experiences, and wealth; and
- a collaborative team spirit, creativity, integrity, credibility, a sense of humor, and a commitment to Health In Harmony's mission.

A bachelor's degree is required for this position as is at least five years of professional experience in philanthropy including senior management roles with a focus on strategy. Experience in a rapidly-evolving or entrepreneurial organization, including a role in growing the organization, or innovating the nonprofit or for-profit sector is preferred.

## **DIVERSITY, EQUITY, AND INCLUSION**

Health In Harmony's staff and Board reflect the world's diversity, and understand that the climate crisis is built upon colonialism and generations of systematic racism and exploitation. Health In Harmony is committed to cultivating and preserving a culture of inclusion, mutual respect, support, and connectedness. In recruiting for its team, Health In Harmony welcomes the unique contributions that diverse individuals can bring in terms of their education, opinions, culture, ethnicity, race, sex, gender identity and expression, nation of origin, age, languages spoken, veteran's status, color, religion, disability, sexual orientation, and beliefs.

## **SALARY & BENEFITS**

Health In Harmony offers a competitive salary plus a comprehensive benefits package including full health, vision, and dental insurance, IRA contribution, generous vacation package, paid holidays and sick days, a flexible schedule, and a supportive and team-oriented work environment, and more.

## LOCATION

The Director of Philanthropy may live and work from anywhere in the United States, with a willingness to travel when safe again. Health In Harmony's donor base has significant contingents in San Francisco and on the East Coast. Its Executive Director and most of its U.S.-based staff live in Portland, Oregon and its Founder lives in Oakland, California.

## APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Health In Harmony.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

*To apply for this position, visit:*

[Director of Philanthropy, Health In Harmony.](#)

*To nominate a candidate, please contact Anne Johnson:*

[annejohnson@aspenleadershipgroup.com.](mailto:annejohnson@aspenleadershipgroup.com)

*All inquiries will be held in confidence.*