

DIRECTOR OF CORPORATE PHILANTHROPY

PROJECT C.U.R.E.

Denver, Colorado

[Project C.U.R.E.](#)



The Aspen Leadership Group is proud to partner with Project C.U.R.E. in the search for a Director of Corporate Philanthropy.

The Director of Corporate Philanthropy will secure funding from national and international corporations through the development of corporate partnerships and special event underwriting. The Director of Corporate Philanthropy will develop and execute fundraising goals and strategies, establish and manage key corporate relationships, and maintain regular and effective communication with donor partners. The Director of Corporate Philanthropy will assist the Executive Directors in the C.U.R.E. Communities in the development of their local corporate solicitations, support the Director of Marketing and Communications in the recognition of corporate partners through written and electronic media, and participate in events and opportunities both in the United States and abroad. The Director of Corporate Philanthropy will be the primary liaison between Project C.U.R.E. and the corporate partners for all C.U.R.E. Cargo and C.U.R.E. Clinics programs, and will assist Philanthropy team members at Project C.U.R.E. in generating non-designated general operating support.

Since 1987, Project C.U.R.E. has been delivering life-saving medical equipment and supplies to hospitals and clinics throughout the under-resourced world. It is the world's largest distributor of donated medical relief – touching the lives of children and families in more than 130 countries. Each week Project C.U.R.E. delivers three to five semi-truck sized containers packed with the medical equipment and supplies so desperately needed by local hospitals and clinics. Each year, hundreds of healthcare professionals travel with Project C.U.R.E. to provide medical treatment to communities in need and provide training to those dedicated to serving them.

Project C.U.R.E. exists to help local healthcare professionals – not to displace them. Project C.U.R.E.'s work helps to bridge staggering health resource gaps in the developing world by empowering doctors and nurses with the tools they need to treat disease, deliver vaccines, perform life-changing surgeries, and ensure safe childbirth. Through the compassion of Project C.U.R.E.'s supporters, hospitals, and rural clinics, community health centers all over the world are able to offer quality care and critical medical services to their most vulnerable patients, especially women and young children.

Project C.U.R.E. is focused on prevention, diagnosis, and treatment of diseases such as HIV/AIDS, tuberculosis, malaria, and Ebola. It works alongside health experts to treat victims of earthquakes, floods, and other natural disasters as well as societal crises. Its programs are funded by grants from the U.S. government, non-governmental organizations (NGOs), and by the generous support of philanthropic foundations, corporate partners, and individual donors from all walks of life. Project C.U.R.E. is consistently ranked as one of the top charities in America by Charity Navigator, *The Chronicle of Philanthropy*, and *Forbes* magazine.

REPORTING RELATIONSHIPS

The Director of Corporate Philanthropy will report to the Vice President of Philanthropy, Cindy Garbutt.

PRINCIPAL OPPORTUNITIES

This is a unique career opportunity to work with a dynamic award-winning international humanitarian aid organization driving the visionary and corporate fundraising objectives both nationally and internationally. Healthcare in many developing countries is a global crisis. The severe lack of healthcare disrupts social and economic stability in almost every developing nation. Disease causes nine out of ten preventable deaths in developing nations among children and adults. Millions of children under the age of five die each year from preventable disease, and more than 70% of these deaths occur from pneumonia, diarrhea, measles, malaria, and malnutrition.

Founded in 1987, Project C.U.R.E. has grown to be the largest organization in the world delivering 180 forty-foot (semi-truck sized) ocean freight cargo containers of donated medical supplies and equipment each year. Each project begins with an onsite Needs Assessment to ensure that Project C.U.R.E. delivers the right items to the right people. To date, Project C.U.R.E. has delivered medical relief in 134 countries. In addition, Project C.U.R.E. conducts C.U.R.E. Clinics, Helping Babies Breathe trainings, and biotechnical trainings to approximately 300 hospitals and health clinics in over 40 developing nations.

On average, the value of a Project C.U.R.E. Cargo container is worth \$400,000 on a wholesale basis. The cost of delivering a container is approximately \$20,000 which provides an amazing 20-to-1 return on investment. Project C.U.R.E. operates Distribution Centers in Denver, Phoenix, Houston, Nashville, Chicago, and Philadelphia, where more than 35,000 volunteers sort more than 26,000 types of non-perishable medical supplies and certify medical equipment for shipment abroad. Project C.U.R.E. also operates 12 Collection Centers from Ithaca to Sarasota to Portland. Project C.U.R.E. receives both new and quality used medical items from hundreds of hospitals throughout the United States and medical manufacturers, such as Stryker, Medline, Medtronic, Kimberly-Clark, Steris, and Hill-Rom.

Project C.U.R.E. operates on 1.9% administrative overhead and has earned numerous awards for being the industry leader in international medical donations. Project C.U.R.E. has been named a four-star organization by Guidestar and Charity Navigator and is ranked by Forbes as one of the 20 most cost-effective nonprofits in the United States.

–Douglas Jackson, President and CEO

PRIMARY RESPONSIBILITIES

The Director of Corporate Philanthropy will

- identify, cultivate, and secure \$2,500,000 in major gifts from a well-developed portfolio of national and international corporations;
- create C.U.R.E. Cargo and C.U.R.E. Clinic partnership opportunities for corporations to fund the delivery of 40-foot cargo containers of medical relief and to sponsor the work of volunteer medical professionals at Project C.U.R.E. sites around the world;
- serve as the primary “Client Care Manager” of the corporate C.U.R.E. Cargo relationship;

- actively coordinate the steps in the delivery process including completing the Needs Assessment, obtaining Container Inventory Approval, collection of financing, Shipping and Measurement/Evaluation to ensure the project is completed on time;
- obtain corporate sponsorships for Project C.U.R.E. special events such as C.U.R.E. Country, High Rollers for Health, Sanctuary Golf, the First Lady's Luncheon, and others, and encourage attendance and participation at those events by the corporate sponsor's executives and employees;
- provide support to the Executive Directors in the C.U.R.E. Communities in the development of fundraising efforts from local companies and businesses, and to synergize with the Executive Directors in the solicitation of national and international corporations located in the C.U.R.E. Communities;
- engage the employees of corporate partners in volunteer opportunities at the Project C.U.R.E. Distribution Centers, and coordinate these volunteer opportunities with the Operations Directors in each of the C.U.R.E. Communities;
- maintain accurate internal records of corporate donor relationships through Project C.U.R.E.'s Customer Relations Management (CRM) database;
- design and meet S.M.A.R.T. goals within the Objectives and Key Results (OKR's) framework;
- report on progress toward the goals each month to the Philanthropy Team; and
- coordinate with staff at the International Headquarters and the other Executive Directors in C.U.R.E. Communities by sharing stories and "best practices," attending semi-annual Town Hall meetings in Colorado and participating in regularly scheduled meetings and conference calls.

KEY COLLEAGUES



Douglas Jackson, PhD, JD
President and CEO

Dr. Douglas Jackson serves as the President and CEO of Project C.U.R.E. In conjunction with his work at Project C.U.R.E., Dr. Jackson has taught at the university level in the disciplines of finance, investments, leadership development, legal, and international issues. He is a frequent speaker and lecturer at colleges and universities, conferences such as TEDx, as well as civic, corporate and community organizations.

Dr. Jackson is a Rotary International Paul Harris Fellow and is a past President of the Denver Rotary Club #31. He serves on the Board of Directors for InterAction, the Partnership for Quality Medical Donations, WorldDenver, The Nanda Center for International and Comparative Law at the University of Denver, the World Trade Center Denver, and the Rueckert-Hartman College for Health Professionals at Regis University. He is a member of the National Who's Who, Registry #57689, and a graduate of leadership program LEAD San Diego. Dr. Jackson received the Lifetime Achievement Award in Healthcare from the American Red Cross, the Civis Princeps recognition from Regis University, the 5280 Magazine Philanthropist of the Year, and accepted the CoBiz "Best Places to Work" and Colorado Ethics in Business Award on behalf of the team at Project C.U.R.E.

Dr. Jackson graduated magna cum laude from Northwest Nazarene University in 1982, receiving a Bachelor of Arts in Business Administration. In 1985, he earned a Juris Doctor from the University of Colorado at Boulder, receiving the American Jurisprudence Award for Excellence in the study of law. In 1992, he was awarded a Ph.D. in Business Administration with an emphasis in finance and econometrics from the University of Colorado at Boulder, authoring a dissertation on leveraged buyouts and secondary

public offerings. Dr. Jackson is a member of the Alpha Delta Sigma and the Beta Gamma Sigma national honor societies, and recently completed Executive Education at the Stanford University School of Business.

Following his admission to the bar, Dr. Jackson administered the legal affairs for the international agricultural firm of CTB, Inc., a Berkshire Hathaway company. Upon the completion of his Ph.D., Douglas opened the Fermanian Business Center at Point Loma University in San Diego, California. As Executive Director, he developed and implemented numerous programs and seminars to advance business opportunities for college students and business professionals in the San Diego community and abroad. In 1995, Dr. Jackson assumed the role of Provost at Colorado Christian University. In this capacity, he oversaw the academic, financial, operational, advancement and student life functions of the university.

Dr. Jackson is a dad to three beautiful daughters and is the son of Chief Uzoma of Nkume, an honor bestowed on his father for Project C.U.R.E.'s work in Nigeria.



Cindy Garbutt
Vice President of Philanthropy

Cynthia Horvath Garbutt is Vice President of Philanthropy at Project C.U.R.E. She is an attorney with over two decades of development and philanthropy experience working in education, healthcare, and medical school fundraising. Starting in 2008, she was founding Executive Director of Northwestern University's Global Health Initiative (GHI), raising millions of dollars by engaging philanthropists, faculty physicians, and patients to support global health education, clinical care, and research. Continuing with the GHI, in 2013 Garbutt became the Senior Associate Director at Feinberg School of Medicine's Development and Alumni Relations office in charge of developing global health at Northwestern. She was lead strategist for the development of the Institute for Global Health at Northwestern University, engaging alumni, faculty, medical students, and donors to create the Institute, which opened in the spring of 2019. Part of the *We Will Campaign* which raised over \$5 billion in a historic fundraising campaign at Northwestern, the Institute for Global Health is the epicenter for the university's global health efforts to address health disparities worldwide. In July of 2019, Garbutt joined the team at Project C.U.R.E. to help lead this award-winning organization in its humanitarian aid work. She lives in Chicago, Illinois, and travels extensively on behalf of Project C.U.R.E.

PREFERRED QUALIFICATIONS

Project C.U.R.E. seeks a Director of Corporate Philanthropy with

- demonstrated alignment with Project C.U.R.E.'s Mission and Core Values, and the purpose of saving lives and improving healthcare for people in developing countries;
- passion about fundraising and internally motivated to secure significant, sustainable corporate support for Project C.U.R.E.'s work;
- a strong perspective and understanding of the challenges of corporate fundraising with a focus on corporations that work in countries that Project C.U.R.E. serves;
- experience managing a budget, providing accurate expenses, timekeeping, and credit card reporting, and sharing opportunities and outcomes with team members;
- an ability to work well with others, utilizing excellent relationship management and interpersonal skills;

- an ability to work effectively with donors, board members, volunteers, staff and interns, displaying mature judgment, high emotional intelligence, cultural competence, and effective communication skills;
- creativity and the ability to envision and create new opportunities for effective corporate support;
- an ability to identify, diagnose, and quickly resolve complex problems and overcome objections in order to reach successful partnership outcomes;
- leadership abilities and the ability to accept feedback and continually look for ways to develop personally and professionally, and provide constructive ideas for enhancing the work of Project C.U.R.E.;
- an ability to maintain the highest ethical standards and values and encourage others to do the same;
- demonstrated effective communication skills in writing, interpersonal communication, and public speaking;
- an understanding of the importance of asking questions and listening;
- an ability to achieve goals and manage to OKR metrics and Key Performance Indicators, including meeting or exceeding fundraising goals/objectives, monitoring performance, and reporting results;
- an ability to be internally motivated without significant supervision;
- an ability to recruit, inspire, and lead volunteers, mentees, and interns to achieve goals within the context of building a “performance culture;”
- accessibility to volunteers and associates at all levels, interacting consistently, openly, and honestly to assure everyone is treated with dignity and respect; and
- a passion, optimism, and enthusiasm for saving lives and strengthening health care systems in the developing world.

A bachelor’s degree is required for this position. At least five years of professional experience in obtaining major corporate gifts in a dynamic Corporate Social Responsibility environment is preferred.

DIVERSITY, EQUITY, AND INCLUSION

The United States Agency for International Development (USAID) is striving to reaffirm its leadership role as the world’s premier development agency. As a part of that leadership, Project C.U.R.E is committed to achieving and maintaining a diverse and representative workforce within the Agency, free of discrimination, and reflecting the innovation and creativity that diversity can bring to the USAID workplace. Project C.U.R.E will assure that this commitment extends to all occupational categories within their workforce. It is USAID’s policy to provide equal opportunity in all employment practices regardless of race, color, religion, sex, national origin, age, sexual orientation, disability, marital status, parental status, or political affiliation. One of the top priorities is to foster a culture of inclusion, integrity, dignity, and respect at USAID. It must be recognized that the role of each individual is important to the achievement of Project C.U.R.E.’s organizational goals.

SALARY & BENEFITS

Project C.U.R.E. offers comprehensive compensation and benefits.

LOCATION

This position is located in Centennial, Colorado, within the Denver metropolitan area.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please read them over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit:

[Director of Corporate Philanthropy, Project C.U.R.E.](#)

To nominate a candidate, please contact Floyd Akins:

floydakins@aspenleadershipgroup.com.

All inquiries will be held in confidence.