



CHIEF ADVANCEMENT OFFICER
[TOUCH FOUNDATION](#)
Location – Flexible, Greater NYC



The Aspen Leadership Group is proud to partner with Touch Foundation in the search for a Chief Advancement Officer.

The Chief Advancement Officer will set the vision and strategy for all communications and development activities, including setting and implementing a vision that will provide additional unrestricted contributions, initiate growth, and catalyze new channels of funding for Touch Foundation. The Chief Advancement Officer will work closely with the Development Committee to identify opportunities for growth and monitor performance, while building, strengthening, and managing the development and communications team in close collaboration with program staff and internal experts in institutional fundraising. The Chief Advancement Officer will systematize the development function and grow revenue, as well as have the opportunity to influence organizational strategy and culture.

Touch Foundation is a non-governmental organization founded in 2004, that is working to save lives and relieve human suffering by strengthening health care services in sub-Saharan Africa, providing better access to care, and improving the quality of local health systems.

Touch applies a three-phase strategic approach to bring cost-effective and sustainable solutions to these challenges. In collaboration with funders, local partners, and governments, Touch designs programs and implements them at a small scale in the Lake Zone of Tanzania to test their potential impact. Successful solutions are then scaled up to a national level, setting the stage to ultimately adapt and replicate them in other countries facing similar challenges to achieve broader impact.

Touch's current programmatic priorities include both its program to ensure access to emergency transport and high-quality care for obstetric and neonatal emergencies, leading to a reduction in maternal and infant mortality, and the use of its innovative and data-driven solutions to optimize planning and decision-making around production, deployment, and retention of scarce health workers. Given the private sector background of its Board members and several members of its staff, Touch is also focused on developing market-based solutions for portions of the private sector in health to complement the role of the public health system in providing broader access to care to the population. To date, Touch has successfully implemented programs in Tanzania, Lesotho, Nigeria, Mozambique, and South Africa.

Touch's work is data driven and evidence based. Its goal is to prove impact in Tanzania and scale to other African countries. Ultimately, Touch intends that its programmatic work be used as a blueprint for expanding and improving health care services across sub-Saharan Africa. Touch shares the knowledge and the information obtained through its work with governments, policy makers, and other key stakeholders in the global health community.

Touch's budget is approximately \$6 million and its funding comes from a variety of sources, including a cooperative agreement with USAID, large private foundations, and individual donors. Most of its people work overseas in Africa and other countries with the administrative and development functions centered in New York City.

REPORTING RELATIONSHIPS

The Chief Advancement Officer will report to the Executive Director, Massimiliano Pezzoli, serve on the organization's highly collaborative executive leadership team, and work in close collaboration with the program staff and the Board Development Committee.

FROM THE PRESIDENT AND CEO

I have been on Touch's board for 14 years and President since May of 2020, and I believe that this is the most exciting time in the history of our organization. We are transitioning from a founder-led organization to a mature institution, and we are looking for a highly talented and committed Chief Advancement Officer to help us make this journey a success. The CAO will join a team of highly qualified and committed professionals solely focused on impact and will need to collaborate on a day to day basis with our Board of Directors, which is a driving force behind our success.

This will be a very exciting and rewarding opportunity for a candidate with an entrepreneurial attitude, who is a natural "builder," enjoys developing and maintaining interpersonal relationships, and is highly committed to bringing transformational improvements in health care across Africa.

– Celia A. Felsher, President and CEO

TOUCH FOUNDATION'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

Touch Foundation values people of diverse races, gender identities, sexual orientations, socio-economic backgrounds, and geographic regions. It recognizes the existing racial, social, and economic injustices resulting from a lack of access to effective health care throughout sub-Saharan Africa. It works in partnership with diverse stakeholders across the countries in which it operates to address these injustices by increasing access to effective health care. Since its founding, its success has derived from working hand-in-hand with local governments and with people from a wide range of backgrounds – across continents, cultures, and communities – to develop and implement sustainable programs that strengthen health systems in underserved regions.

The Diversity, Equity, and Inclusion (DEI) Committee of the Touch Board of Directors is focused on promoting diversity, equity, and inclusion both at the Board and staff levels to ensure that Touch continually develops, in partnership with local partners, sustainable solutions reflecting the cultures, values, needs, and realities of its diverse constituent communities; and fosters a vibrant workforce and an open and inclusive environment in which it celebrates different backgrounds, viewpoints, and skill sets and uses those differences to make the organization more successful.

PRIMARY RESPONSIBILITIES

Leadership

The Chief Advancement Officer will

- partner with the Executive Director, the Board, and organizational leadership, including program staff, on a development and communications program that takes Touch Foundation to the next level;

- provide leadership in all facets of the development program including planning, analysis, donor identification, cultivation, solicitation, stewardship, and coordination of the Board's fundraising efforts and related activities;
- create new fundraising programs and channels of opportunity for the organization by identifying emerging trends in philanthropy and communications that are relevant to the mission and programs of Touch;
- develop strong and collaborative working relationships with other members of senior leadership to best understand Touch's mission and programs, and effectively articulate this information to donors and the public, ensuring activities are well coordinated with and supportive of organizational priorities; and
- support and work closely with the Development Committee and work with the Executive Director to sustain and strengthen the engagement and stewardship activities of the Board.

Strategy Development and Fundraising

The Chief Advancement Officer will

- bring a strategic perspective to development and communications planning and innovation, and implement strategies for setting and achieving progressive revenue goals;
- develop a strong donor pipeline that focuses on generating and growing diverse financial support for the organization;
- personally identify, cultivate, and solicit major individual and institutional gifts;
- in concert with the Chairman of the Board, plan, develop, manage, and expand various fundraising events and initiatives, with the assistance of outside vendors for larger events;
- develop, manage, and oversee all aspects of Touch's external communications strategy in collaboration with the program team, to share information about Touch's work and impact so as to cultivate interest, drive engagement, and increase funding;
- engage the Executive Director, Board members, and other senior staff in key donor cultivation, solicitation, and stewardship activities;
- support the Board's fundraising activities and the coordination of Board and Development Committee meetings; and
- oversee website, social media approach, production of annual report, and other marketing/PR materials.

Management

The Chief Advancement Officer will

- provide day-to-day leadership and management of the development and communications team;
- oversee the building of an effective development and communications operation, including systems and data infrastructure; policies and procedures; and budget management that ensure effectiveness and accountability;
- develop a dashboard of clear goals for each member of the team and report regular progress against those goals, including donor engagement and stewardship touchpoints, revenue and quota targets, and pipeline management details;
- inspire a rigorous yet innovative, organization-wide culture for fundraising and communications initiatives; and
- strategically mentor, grow, and motivate a small but highly talented and motivated team.

LEADERSHIP AND KEY COLLEAGUES

Celia A. Felsher **President and CEO**

Celia A. Felsher has been a member of Touch's Board of Directors since 2007. She became President and CEO of Touch in May of 2020.

Felsher retired from her position as Chief Operating Officer and Partner of Reservoir Capital Group, an investment management firm based in New York, at the beginning of 2018. Felsher joined Reservoir in 1998 as General Counsel. She became a Partner at Reservoir in 2005, and added the role of Chief Operating Officer in 2008. From 1988 through 1997, Felsher was a Partner in the Corporate Department of Milbank, Tweed, Hadley & McCloy. Prior to 1988 Felsher was an Associate at Milbank. During her time at Milbank, Felsher represented both U.S. and non-U.S. clients in a wide variety of corporate matters, including the public and private issuance of debt and equity securities, stock and asset acquisitions, and in connection with the formation of REITs and private investment funds.

Felsher received an A.B. from Princeton University in 1976 and a J.D. from Columbia University School of Law in 1979, where she was a Harlan Fiske Stone Scholar. Felsher also serves on the Board of Save the Sound, an environmental action organization that fights climate change and works to save endangered lands, protect Long Island Sound and restore ecosystems.

Lowell Bryan **Chairman, Board of Directors**

Lowell Bryan led the effort to create the Touch Foundation and served as President from inception in 2004 until 2020. As Touch's President, and now Chairman of the Board, Bryan has worked tirelessly to ensure the success of the organization, thus changing the lives of many in Tanzania.

Bryan retired in January 2012 from McKinsey & Company after 36 years at the firm. He served as a Director for 27 of those years. Over those years he helped found, and lead, McKinsey's financial institutions practice and its strategy practice. He consulted to the top management and boards of directors of dozens of financial institutions, health care, and industrial clients primarily on issues of strategy and organization. He has written six books on banking, capital markets, strategy, and organizational topics including *Race for the World* (about strategies for a global economy) and *Mobilizing Minds: Creating Wealth From Talent in the 21st Century* (organizing for the 21st Century).

He is a graduate and trustee of Davidson College, where he also established the Bryan Scholar program, a scholarship awarded to outstanding student-athletes. He is a graduate of the Harvard Business School and served on their Board of Visitors. Bryan continues to serve as a Senior Partner Emeritus of the firm and continues to provide advice and counsel to the top management and the boards and directors of several large clients on a range of corporate strategy and organizational issues. He is also a board member of Tresata, a private company, and HWC, a private company.

Massimiliano Pezzoli **Executive Director**

Massimiliano Pezzoli joined Touch in 2012. Prior to joining Touch, Pezzoli was a Senior Manager at McKinsey & Co., where he served major clients in the private health sector and in government and regulatory authorities across Europe, America and the Middle East. Pezzoli holds a Ph.D. in Biomedical Engineering from the Georgia Institute of Technology, an Executive M.Sc. in Health Economics, Policy, and Management from the London School of Economics, and an M.Sc. in Aerospace Engineering from the Polytechnic of Milan.

Valerio Parisi
Chief Program Officer

Valerio Parisi joined Touch in 2013 and currently leads the development and implementation of Touch's programs across sub-Saharan Africa. Previously, Parisi served as a management consultant at A.T. Kearney and as a Systems Engineer at Alenia North America. Parisi received his Laurea (equivalent to Masters of Science) at the Università degli Studi di Roma 'La Sapienza' in Rome, Italy; a Master's degree from the Georgia Institute of Technology; and an M.B.A. degree from the Australian Graduate School of Management.

PREFERRED COMPETENCIES AND QUALIFICATIONS

Touch Foundation seeks a Chief Advancement Officer with a love of building connections through donor cultivation utilizing versatile development knowledge and skillsets; a track record of measurable successes within systems that advance individual and collective goals; a desire to mentor, develop, and motivate direct reports; an ability to offer expertise and insights that inspire achievement of shared goals; and an ability to form relationships with internal and external constituents from a variety of backgrounds utilizing strong verbal, creative writing, and communication skills.

Furthermore, the Chief Advancement Officer should possess

- a commitment to the mission of Touch Foundation, to save lives and relieve human suffering by strengthening health care in sub-Saharan Africa, providing better access to care, and improving the quality of local health systems;
- a track record of building and growing a fundraising program including cultivating major gifts, creating new fundraising initiatives, and diversifying revenue channels;
- knowledge of and experience with entrepreneurial fundraising and brand-building (print, web, and social media);
- experience collaborating with fellow senior leaders on high-level organizational priority-setting and decision-making;
- management and mentoring experience, preferably of development/fundraising and communications staff;
- success in both remote and in-person event planning and execution, with an understanding of relevant technological resources;
- an ability to incorporate racial, cultural, and socioeconomic equity and justice into development and communications; and
- experience in international development including Africa experience within the health sector (preferred).

A bachelor's degree is required for this position as is at least seven years of experience in fundraising and communications, with specific experience in collaborating with and supporting a Board of Directors.

SALARY AND BENEFITS

Touch Foundation offers a competitive salary and benefits package.

LOCATION

Location is flexible. Close proximity to the Touch Foundation office in NYC is strongly preferred, with an ability to spend time each week in the NYC office. The Chief Advancement Officer will have regular domestic travel and occasional international travel requirements.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Touch Foundation 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:

[Chief Advancement Officer, Touch Foundation.](#)

To nominate a candidate, please contact Patrick Key:

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

All inquiries will be held in confidence.