



Director of Development and Partnerships

Location: San Francisco, CA

Terms: Full time with occasional domestic and international travel

D-Rev is seeking an energetic and mission-driven Director of Development and Partnerships as we bring quality medical technologies to low-resource environments around the world. You will be a thought partner with, and report to, the CEO while setting the strategic direction of the development and communications team. You will be a key member of the leadership team and critical to the future success of the organization. The ideal candidate has experience in non- and for-profit companies, thrives working in a fast-paced startup environment, and is a results-oriented professional with vision, creativity, and an entrepreneurial spirit. We look for those unique individuals who will join with us to relentlessly close urgent healthcare gaps with medical technology.

Responsibilities

D-Rev has aggressive growth plans predicated upon strengthening relationships with existing funding partners as well as creating new, innovative fundraising mechanisms, such as pay-for-success. You will be instrumental in executing this strategy by:

- Driving D-Rev's strategy and execution of a more diverse set of revenue streams, including corporate partnerships, equity, pay-for-success, individual giving, etc.
- Leading business development for new funding partners. You will own the function and coordinate with the leadership team to support these efforts.
- Contributing to the senior management team with regards to organizational culture, strategy, and leadership.
- Overseeing coordination of the development and communications functions, including growing the team to support the organization's growth.

Requirements

- Minimum of six years of professional experience with demonstrated success in fundraising non-profits with additional experience in a for-profit setting preferred
- Experience raising various types of funding
- Effective storyteller who consistently and clearly communicates in a compelling manner (oral and written)
- Exceptional relationship and interpersonal skills: a listener who demonstrates patience, tact and authenticity
- Experience managing and growing a team
- Experience working in low-income economies, tech-for-good or global health is strongly preferred



- Familiarity with the nuances of a complex sector and how to position D-Rev within it; strong understanding of financial concepts and D-Rev's return on philanthropic investment model
- Experience with PR and/or creative direction is a plus

About D-Rev

D-Rev believes that good health is a human right. The need for quality healthcare spans the economic spectrum. Regardless of where you are from and what you do, health is critical to well-being, productivity, and autonomy. For people to live their best lives, they must be healthy. We exist to design and deliver medical technologies that close the quality healthcare gap for underserved populations.

We are a portfolio design company that prioritizes the user in the development of products and have been recognized by Fast Company as one of the World's Most Innovative organizations and the World Economic Forum as a Technology Pioneer. The scaling of our first product, Brilliance, is monumental in global health - it is one of the earliest examples of a nonprofit-developed global health product scaling through the market and impacting the world's poorest patients. D-Rev now has a portfolio addressing four critical health issues. To date, over [800,000](#) patients have been treated with a D-Rev device, and we have had sales in 70+ countries.

Over the next three years, D-Rev is expanding our product portfolio to 6+ product lines that will address critical health needs and close the quality gap in newborn health. After that, we will accelerate portfolio expansion to close ten globally critical health gaps by the year 2030, the target year of the UN's Sustainable Development Goals. In mid-2020, we will be renaming ourselves Equalize Health.

How to Apply

Please send a cover letter and resume to jobs@d-rev.org, and indicate "Director of Development and Partnerships" in the subject line of the email.

D-Rev is an equal opportunity employer. We value a diverse workforce and an inclusive culture. D-Rev encourages applications from all qualified individuals without regard to race, color, religion, gender, sexual orientation, age, national origin, marital status, citizenship, disability, or veteran status.