



## Director of C.U.R.E. Clinics and College Programs

### POSITION OVERVIEW:

One of the most life-changing and meaningful experiences at Project C.U.R.E. is the opportunity to travel the world and meet the men and women whom we assist. The Director of C.U.R.E. Clinics & College is responsible for the leadership of C.U.R.E. Clinics and C.U.R.E. College programs. Through the C.U.R.E. Clinics program, medical professionals engage in hands-on patient care and patient education in the same international hospitals and clinics that have received C.U.R.E. Cargo containers of medical donations. In addition, Project C.U.R.E. provides specific training to medical professionals at international partner sites under the C.U.R.E. College program, including Helping Babies Survive (HBS), Diarrhea Management Training (DMT) and Helping Mothers Survive (HMS).

### RESPONSIBILITIES:

- Collaborate with partner organizations including U.S. Government Agencies, Foreign Governments, Non-Governmental Organizations (NGO's) and other Project C.U.R.E. international recipient partners to select sites for C.U.R.E. Clinics and Training programs, and to secure agreements and Memoranda of Understanding (MOUs) between partner organizations and Project C.U.R.E.
- Identify, develop, train and manage an effective team of volunteer leaders for all programs across the C.U.R.E. Communities (Denver, Phoenix, Nashville, Houston, Chicago, Philadelphia and Kansas City.)
- Ensure the financial health of the C.U.R.E. Clinics and Training program through the development of the budget, participation in the collection of revenue and careful management of the expenses. Collaborate with the Project C.U.R.E. Philanthropy team to generate sources of grant and other donor income to support the Clinics program.
- Assist the Director of Marketing and Communications in the creation and execution of nationwide promotion of programs, securing donor assistance and recruiting volunteer participants for C.U.R.E. Clinics, and trainers for the C.U.R.E. College programs including HBS, DMT and HMS.
- Develop new Clinic and College programs to meet the needs of Project C.U.R.E.'s recipient partners and other stakeholders consistent with best practices in international medical relief. Understand the trends and issues impacting international healthcare, including poverty, unrest, pandemics and disasters.
- Ensure that the C.U.R.E. Clinic and College participants are well informed and prepared for their travel experience, and that the team has the necessary resources to execute a successful program in a safe, enjoyable and effective manner.
- Utilize Objectives and Key Results (OKR's) and Key Performance Indicators (KPI's) to quantify the results of the Clinic and College programs through careful measurement and evaluation tools; communicate the results to internal and external stakeholders.



- Recruit, engage and manage a robust Medical Advisory Board of medical professionals to consult on areas of program development, best practices, and volunteer recruitment.

#### QUALIFICATIONS:

The Director of C.U.R.E. Clinics & Training must demonstrate alignment with Project C.U.R.E.'s mission and be passionate about addressing global health issues in a sustainable manner. The ideal candidate for the position:

- Is qualified: Holds a professional degree and has at least five years of experience in program development and project management of multiple programs with at least two years international experience. A medical background and/or experience in leading international volunteer trips is preferred.
- Understands the task: Has an accurate perspective and understanding of the challenges of developing nations and the ability to create successful partnerships to address global health issues through cooperating with NGO's and international partners.
- Is fiscally responsible and numerically competent: Is capable of developing an annual budget, forecasting and individual project budgets and proposals, and can manage to quantifiable results.
- Is entrepreneurial: Identifies opportunities and envisions new programs to grow the programs, involve more participants and change more lives in an effective, sustainable manner. ☑ Is a good person: Is a recognized leader that accepts feedback and continually looks for ways to develop themselves, and who maintains the highest ethical standards and values in order to represent Project C.U.R.E. well.
- Works well with others: Has a high degree of emotional intelligence and has developed cultural competency through experience working with diverse communities. Can demonstrate an ability to develop rapport in the international community, medical sectors and higher educations; is able to work as a team member with other colleagues within Project C.U.R.E.
- Is an effective communicator: Can demonstrate effective communication skills including writing, interpersonal communication and public speaking skills.
- Is a problem solver: Identifies, diagnoses, and quickly resolves complex problems to improve results; is continuously pursuing innovation and process improvements to increase efficiencies and competitive advantage.
- Is goal oriented: Manages to Key Performance Indicators and metrics, including setting revenue and net profit goals, monitoring performance and reporting results; is a "self-starter" who is internally motivated and does not require significant supervision. ☑ Develops other people: Recruits, inspires and leads volunteers, mentees, and interns to achieve goals within the context of building a performance culture. Is accessible to volunteers and associates at all levels—interacting consistently, openly, and honestly to assure everyone is treated with dignity and respect. Has a strong ability to lead diverse teams in a challenging environment and the ability to train other leaders to lead.



- Is motivated: Has an obvious passion and enthusiasm for saving lives and strengthening health care systems in the developing world with intrinsic qualities of persistence, perseverance and optimism.
- Is coachable: Has an attitude of openness, is eager to learn new things without becoming defensive, and does not get stuck in a repetitive pattern of doing the same things the same way for too long. Can quickly comprehend complex concepts and will accept instruction.

#### **REPORTS TO:**

The Director of C.U.R.E. Clinics & College currently reports to the Vice President of Philanthropy or in her/his absence, the President/CEO.

#### **COMPENSATION AND BENEFITS:**

This position offers competitive compensation commensurate with experience and typically ranges from \$70,000 to \$80,000 annually. The position includes a generous health insurance plan, paid vacation and holidays, and a 403(b) plan.

#### **ABOUT US:**

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. ([www.projectcure.org](http://www.projectcure.org)) 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 40+ developing nations.

On average, the value of a Project C.U.R.E. Cargo container is worth \$450,000 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 25,000 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 less than 3% 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-



delivering **health & hope** to the world

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star organization by Guidestar and Charity Navigator and was ranked by Forbes as one of the 20 most cost-effective nonprofits in the United States.

**TO APPLY:**

Applicants should submit a resume and cover letter to:

Julie Topka

Executive Assistant to the President/CEO

10377 East Geddes Avenue

Suite 200

Centennial, Colorado 80112

Or via email to Julie Topka at [julietopka@projectcure.org](mailto:julietopka@projectcure.org)