LIFENET INTERNATIONAL
TRANSFORMING AFRICAN HEALTHCARE

Spring 2015

Make your mark. Be a champion for quality health care in Africa.

Ave. de la Démocratie, No. 20
Bujumbura, Burundi
T+257 76 270 118
recruit@lninternational.org
www.lninternational.org

LifeNet International is recruiting a **Development Research Analyst** to support our work improving health outcomes in our partner health centers and hospitals in Africa.
LN is a nonprofit organization that creates innovative solutions for the everyday health challenges facing East Africa's poor. In 2012, LN launched a conversion franchise network in Burundi, East Africa to build to capacity in 10 local faith-based clinics and hospitals through nurse training, management training, growth financing and medicine supply. We have rapidly expanded upon this foundation and have increased our partner network to 60 partner facilities in Burundi and are launching pilot programs with 10 partners each in Uganda and the D.R. Congo in 2015. Our goal is to improve clinical performance 50% within 24 months of partnership, but we regularly see performance double in that time. In addition, LN aims to help clinics achieve financial sustainability through our medicine supply and equipment financing. By 2025, we plan to double the quality of care received in 20,000,000 patients visits to 1,000 franchised clinics operating in 10 East African countries.

Burundi, Uganda, and the D.R. Congo have the lowest human development rating given by the UNDP. In Burundi, 10% of children die before the age of 5; in Uganda and the D.R. Congo, child mortality is 6.9% and 11.5%, respectively. Doctors in these countries are largely concentrated in a handful of urban areas where less than 15% of the populations live. The rest of the population depends upon community health centers that often struggle to provide even the most basic care and medicines. LN aims to make significant and sustainable improvements to quality of care in these health centers through our conversion franchise model.

JOB DESCRIPTION

The Development Research Analyst will support LifeNet's leaders in all aspects of donor research and network mapping, especially for fundraising purposes. The ideal candidate is driven, with a networking mind and strong research and communication abilities. Your work will directly impact our programs in East Africa in 2015 as we serve over 80 health centers in 3 countries with medical and business training, medicine supply, and growth financing. You will also play a central role in raising the support we need to expand to additional countries. You will report directly to the Executive Director and work with other LN staff as needed. The ideal candidate will be based in Washington DC, working remotely as a critical member of the development team. We are looking for an extraordinary individual with entrepreneurial drive and the ability to deliver results in a very challenging operating environment. Specifically, your responsibilities will include:

Ave. de la Démocratie, No. 20
Bujumbura, Burundi
T+257 76 270 118
recruit@lninternational.org
www.lninternational.org

- Researching and relational mapping of both existing and potential donor networks
- Crafting partnership rationales that align business objectives and strategies of potential funders with the priorities and capacity of LN
- Maintaining updated profiles on existing and potential donors
- Organizing and tracking progress as LN increases connectedness with donors
- Analyzing trends in individual and institutional giving to ensure that we are on target to meet financial goals and that we are maximizing opportunities
- Identifying and reviewing relevant donor-oriented research and data to support proposal development
- Expanding and optimizing donor data management system
- Maintaining effective working relationship with and collaborating with LN teammates across functionalities
- Assisting with other projects as required

QUALIFICATIONS

- Proven ability to research, map, and strategize within a development or capital-raising environment
- Outstanding communication skills, including the ability to produce well-crafted written communication pieces
- Strong qualitative and quantitative analysis skills
- Experience working in a team to accomplish goals
- Experience managing, tracking, and reporting on financial information
- Ability to handle sensitive material and maintain confidentiality concerning the department, company directives, and resource development efforts
- Self-managing individual who takes initiative and can operate in a start-up environment
- Working knowledge of SalesForce preferred
- Mastery of English required; working knowledge of French preferred
- Alignment with LN's Christian identity and mission philosophy and ability to work with all denominations

LIFENET INTERNATIONAL
TRANSFORMING AFRICAN HEALTHCARE

COMPENSATION AND BENEFITS

- Modest salary to start with performance-based incentives
- Health insurance

APPLY

Send a cover letter and resume to recruit@lninternational.org with "Development Research Analyst" in the subject line.

Ave. de la Démocratie, No. 20
Bujumbura, Burundi
T+257 76 270 118
recruit@lninternational.org
www.lninternational.org

*LN is both an equal opportunity employer and a faith-based religious organization. This means that we conduct hiring without regard to race, color, ancestry, national origin, citizenship, age, sex, marital status, parental status, membership in any labor organization, political ideology, or disability of an otherwise qualified individual.

**Pursuant to the Civil Rights Act of 1964 Section 702 (42 U.S.C. 2000e 1(a) LN has the right to and does hire only candidates who agree with LN's Statement of Faith.