

## **MYRIAD USA**

### **Director of Family Philanthropy**

#### **LOCATION**

- New York City (Midtown location), with remote work 1-2 days a week, or
- Elsewhere in the United States, remote only.
- **Domestic travel is required for this position, roughly 20% of the year.**

#### **WHO WE ARE**

Myriad USA is the leading resource for philanthropic giving overseas – a trusted advisor to individuals, families, corporations, and foundations seeking to support their favorite causes, anywhere across the globe. Myriad USA brings together the expertise and networks of the King Baudouin Foundation United States (KBFUS) and Give2Asia, which facilitated a combined \$400 million in grants over the past three years. KBFUS changed its name to Myriad USA in January 2024, and under this new brand now provides donors with a simple and efficient platform to support nonprofit initiatives around the world. See <https://myriadusa.org>.

#### **BRIEF JOB DESCRIPTION**

Myriad USA is looking to fill a new position, Director of Family Philanthropy, to develop and drive a comprehensive plan for outreach to professional advisors to donors based in the U.S. The position reports directly to the CEO and is supported by our Development & Communications Manager.

#### **KEY RESPONSIBILITIES**

- Develop and drive a development strategy targeting advisors to individual donors and family foundations, including community foundations, national donor-advised funds, family offices, philanthropy advisors at private banks, and trust and estate counsel.
- The development strategy will include building databases, personalized outreach through calls and in-person meetings, sponsoring and speaking at conferences around the country, and organizing webinars targeting such professional advisors.
- Represent Myriad USA at conferences, events, and other external settings that may involve donors, partners, prospective clients, and other constituents.

## **REQUIRED QUALIFICATIONS, KEY SKILLS AND COMPETENCIES**

- Bachelor's degree required, related master's degree preferred.
- Five or more years of experience in donor relations and advising, preferably with prior experience working with community foundations, national donor advised funds, and/or family offices.
- Demonstrated ability to listen to donors and professional advisors and respond to their needs.
- Strong networker, able to develop relationships and build strategic partnerships.
- Proven business development track record, including plan development.
- Strong project management skills and a track record of managing multiple projects simultaneously.
- Ability to work collaboratively with colleagues, providing encouragement to team members and support of others in the performance of their responsibilities.
- Enthusiastic about our mission, and interest in the international dimension of our work.
- Ability to work effectively in diverse cultural settings and with international teams.
- Outstanding communications and presentation skills, including public speaking.

## **COMPENSATION & BENEFITS**

- Gross annual salary of \$120,000-135,000, depending on experience and qualifications.
- Benefits include health and dental coverage, retirement benefits, paid vacation, parental leave.

## **HOW TO APPLY**

**If interested, please send a cover letter in the body of an email with your resume attached to [ellena@myriadusa.org](mailto:ellena@myriadusa.org) with the position title in the subject line. No telephone inquiries, thank you.**

**Applicant must have U.S. work authorization.  
Myriad USA is an equal opportunity employer.**