



Updated October 2021

## **Field Programs Director**

### **Organization:**

It has been stated that 90% of the world's products are designed for 10% of the world's population. Billions of lives have been changed by technological advancement, but billions are still left behind in areas such as access to clean water, sanitation, and basic healthcare solutions. If today's engineers have the capacity to create self-driving cars, then why not create solutions that alleviate global poverty?

The needs are massive and urgent. For instance, as of 2021, nearly 1 out of every 8 people in the world lacks access to basic clean water, resulting in women and children making daily long and often dangerous journeys to collect water that will make them sick. However, we have seen firsthand the transformation that happens in communities where DO's hand pump solution, the LifePump, has been operating for years without failures. We have hope that appropriate and reliable technology solutions are within reach that may break the cycle of poverty and provide bridges to share the Gospel.

We are a team of professionals developing technology that makes a lasting difference in people's physical, economical, and spiritual well-being. We do this by engineering products that are appropriate for the context and community's needs and by providing a high level of quality in all our products.

DO's four core values are excellence, faith, compassion, and collaboration. We are looking for teammates that excel in each of these areas.

### **Position:**

Design Outreach exists to alleviate global poverty through life-sustaining technology. As a non-profit organization, we cannot do this without in-country engineering and field support to raise the bar and change the status quo. We want our field partners to be raving fans of DO and the appropriate technologies we create. This requires working closely with our R&D department in the US as well as DO field offices, Ministry of Water officials, NGOs, and missionaries around the world.

It is for those reasons that we have created the new position of Field Programs Director. The person in this position will work alongside the CEO and leadership team as well as direct the Field Programs team.

### **Specific Responsibilities:**

Responsibilities include, but are not limited to, the following:

## **Field Office Leadership**

- Manages, recruits, and evaluates field programs leadership staff.
- Oversees accounting at regional offices and manages field programs budget.
- Researches and understands local law where DO field offices are located with regards to human resources, compliance, registration, taxes, etc.
- Determines and manages insurance coverage for field offices, equipment, and staff.
- Develops strategies, cost-benefit analysis, and strategies on how, when, and where to setup supply chains and country offices.
- Oversees shipping of equipment, parts, and tools to field partners, including understanding customs/duty for imports.
- Oversees in-country warehouses and supply levels, trains on inventory systems, predicts when supplies need sent to ensure consistent supply chain.
- Oversees research programs to measure impact of appropriate technologies for use in publications, financial partners, and appropriate technology development.
- Develops strategies and manages the implementation of manufacturing where field offices may be located.

## **Appropriate Technology Support**

- Oversees DO appropriate technology field support (such as LifePumpLink partner account management, troubleshooting field observations, warranties, etc.)
- Oversees in-country appropriate technology development (non-R&D department projects such as special equipment for field offices).
- Coordinates with R&D department on new appropriate technology development with focus on inspiration and implementation phases.
- Oversees field program training to new partners at Sunbury, Ohio location and in-countries where partners are located.
- Oversees training materials (including manuals, physical and digital, and video).
- Travels to developing countries to provide in-country trainings, manage projects/budgets, and meet with existing and new partners.

## **Ambassadorship / Advocacy Support**

- Researches and develops value propositions that resonate with ministry partners so they can convince their financial supporters of the need for better appropriate technologies even if the up-front cost is higher.
- Networks and evangelizes about DO technologies at domestic and international conferences.
- Manages advocacy efforts to Ministry of Water officials for policy change in collaboration with field partners and DO staff.
- Oversees writing and publication strategy of papers/posters as well as gives talks on appropriate technology impact, need for better appropriate technology, improving standards, changing status quo, providing and solutions that reflect DO's standard.
- Oversees sales of appropriate technologies, including marketing strategies, and follow up.

## **Financial Partner Support**

- Oversees collection of media and stories on appropriate technology impact to share with the Stewardship department.
- Manages and leads trips with DO staff and financial partners to the field.
- Manages grants and reporting to donors.
- Oversees implementing strategies and program management with field offices to complete programs on time and budget.

## **What We Need From You:**

- Understand and support the mission of a Christ-centered organization dedicated to sharing the Gospel by word and deed.
- Be passionate about Design Outreach's vision and motivation, as outlined in the case for support and employee handbook.
- Be kingdom and abundance minded when working with ministry partners.
- Display a positive attitude, show concern for people and community, demonstrate presence, self-confidence, and excellent listening skills.
- Can understand and clearly communicate the value proposition of DO appropriate technologies to various audiences and backgrounds.
- Be self-directed, action-oriented, detail-oriented, and collaborative.
- Work effectively with donors, volunteers, and allied organizations, many of whom may be motivated by a deep commitment to serving Jesus Christ.
- Ability to effectively network at conferences.
- Superb written and verbal communication skills.
- Ability to adapt quickly to new and changing situations.
- Have experience and high proficiency with Microsoft Office products.
- Engineering degree, MS preferred.
- Must be a US citizen with ability to travel internationally to developing countries, solo and while leading teams, with the ability to travel domestically and internationally to meet with NGOs, MoW officials, missionaries and financial partners.
- Ability to commit an average of 8 hours per day, 5 days per week (40 hours total per week).

## **Salary/Benefits and Details:**

- Competitive/commensurate with experience and other qualifications.
- This is a support raised position and the candidate will be required to raise support according to DO's policies before starting the position.