**Director: Partnerships and Advocacy**

**Summary:**

**Vital Healthcare Capital (V-Cap)** is a not-for-profit Community Development Financial Institution (CDFI) dedicated to investing in quality healthcare in low-income and historically disadvantaged communities. We finance community health centers and behavioral health organizations; advocate for community-based healthcare, health equity and good healthcare jobs; and build partnerships to advance our work. We partner with North Carolina based Self-Help, one of the largest CDFIs in the country, to bring scalable capital and national reach to the communities we serve.

**Key Responsibilities include:**

* Collaborate with V-Cap’s CEO to create, implement and manage V-Cap Partnership and Advocacy initiatives to strengthen community-based healthcare and bring needed resources to underserved and disadvantaged communities across V-Cap’s target markets (currently NC, CO and NY).
* In North Carolina, cultivate and maintain relationships with community health centers, the health care provider market, and other potential borrowers and sector stakeholders, and identify potential capital financing opportunities, in collaboration with V-Cap’s Director of Health Investment.

V-Cap Partnership and Advocacy initiatives include efforts to channel funding and resources to critical community health projects tied to V-Cap financing; working with our potential borrowers and other key stakeholders to address obstacles to quality and equitable community-based healthcare; and supporting significant policy initiatives relevant to our work.

Examples of policy initiatives may include strengthening state Medicaid policy, improving equitable access to behavioral health services, improving job quality for the frontline healthcare workforce, or similar initiatives.

This position also develops philanthropic partnerships and cultivates key funder relationships in support of V-Cap’s Financing and our Partnership and Advocacy initiatives across V-Cap’s markets.

We seek an experienced advocate and program manager with a passion for health equity and health improvement in low-income and historically disadvantaged communities. Financial acumen relevant to the non-profit health services sector is essential. The ideal candidate will thrive in a small, growth-oriented organization where hands-on work and problem solving, balanced with a  strong commitment to our mission, make an immediate, meaningful difference.

V-Cap is headquartered in New York, with team members located in NYC and Denver, CO. This position will be based in North Carolina, with some travel expected as needed.

**Requirements:**

* Minimum 5 to 7 years of progressive responsibility in the related areas of community development, healthcare policy or advocacy, philanthropy with a health/healthcare focus, community healthcare planning or consulting.
* Financial fluency, preferably including experience with and knowledge of non-profit organization financials, and/or commercial lending.
* Proven record of success in directing or leading a program or campaign, and a demonstrated track record of cultivating stakeholder relationships in coalitions, multiparty initiatives, or complex campaigns.
* Strong commitment to social justice and economic and racial equity and investing in care for our most vulnerable populations.
* Relevant knowledge of/experience in healthcare policy (especially within Medicaid), health challenges for low-income and historically disadvantaged communities, and healthcare services – especially with Federally Qualified Health Centers, Behavioral Health or Medicaid funded services.
* Master’s degree in health care policy/administration, urban planning, or business/finance/public administration is highly desirable. Minimum Bachelor’s degree required.

**Additional Skill Sets for Success:**

* Exceptional relationship and networking skills.
* Exceptional ability to synthesize input and perspectives from multiple and highly diverse sources into initiatives, proposals, or strategies.
* Knowledge of and ability to continuously learn the policy, financial, health, and community drivers of health policy and management challenges facing healthcare providers.
* Disciplined, time-sensitive approach to managing complex responsibilities across multiple geographies.
* Adept communicator, verbally, in written business communications and in digital/multimedia formats, sensitive to handling highly confidential information.
* Confident in fully utilizing current business software platforms, including MS Office suite (Excel/Word/PowerPoint), G Suite products, and staying current in social media platforms.
* Self-starter who is able to work independently with a strong goal-setting, results orientation, and juggle multiple priorities in representing stakeholders and communities.
* Team-oriented, collaborative style, able to share organizational and administrative responsibilities as needed, with other team members.

**Full time employee status**

**Location: North Carolina, with flexibility to travel as appropriate (estimated 15%).**

**Compensation: Title and compensation package commensurate with experience**

**Excellent benefits package**

V-Cap is committed to diversity, equity and inclusion throughout our organization, including in our equal opportunity employment practices.

Qualified applicants should provide their resume and cover letter to: **Recruiting@vitalcap.org**