

Position Opportunity:

DIRECTOR OF DEVELOPMENT, ST. LOUIS

World Pediatrics partners with governments, health workers, and organizations to bring safe, timely surgical care to children in lower-resource settings, restoring a child's health, a family's stability, and a community's strength. World Pediatrics is seeking a Director of Development to lead and grow individual giving and team performance in St. Louis, where its philanthropic engine runs strongest.

Every year, more than 450 million children under the age of five go without access to basic, life-saving surgical care, and an estimated 17 million lives are lost to conditions surgery could treat. World Pediatrics exists to change that story, one child and one healthcare system at a time.

The Opportunity

St. Louis is one of the organization's strongest fundraising markets. The Director of Development will lead a team of two, a Senior Events Manager and a Development Operations Coordinator, with a new Gift Officer role to be added to the team. This is a hands-on leadership role for a fundraiser who builds strong relationships with individual donors, identifies and cultivates new prospects, helps shape standout engagement events, meaningfully engages volunteers, and coaches a small team while staying willing to roll up their sleeves.

The Director of Development reports to Linda Boyland, Vice President of Chapter Development, who held this role prior to her promotion to a national fundraising leadership position. The director also works closely with the St. Louis chapter board, chaired by Mary Pat Brown, and with founder Kate Corbett. The ideal candidate is a strategic thought partner to these key stakeholders and a confident independent operator.

Who We're Looking For

The ideal candidate is:

- An experienced, **results-oriented fundraiser** with a strong record of cultivating, soliciting, and stewarding existing donors while successfully identifying and securing new donors.
- A **confident, independent leader** who can take a program and run with it.
- A natural **team manager and mentor** who brings structure and accountability while building trust.
- **Adaptive and even-keeled**, able to manage stress and model that composure for the team, particularly around major events.
- **Data-friendly**, with the discipline to keep donor information clean and to use reporting tools to guide strategy.
- A **responsive, reliable communicator** with donors, colleagues, and the board.
- Genuinely **drawn to World Pediatrics' mission** of transforming children's access to surgical care.



Key Responsibilities

- Lead strategy and execution of successful, growth-oriented fundraising operations in the St. Louis market. FY27 goal is \$2.1 million.
- Lead and grow individual giving in the St. Louis market, including personally managing a major gift portfolio within a base of roughly 800 current donors, while actively identifying, cultivating, soliciting, and converting new prospects into donors.
- Manage and mentor a team of two, adding fundraising capacity through a planned new hire.
- Partner with the Senior Events Manager on the St. Louis chapter's major fundraising events, which account for roughly two-thirds of the market's annual philanthropic revenue.
- Work with the Development Operations Coordinator to prioritize clean, reliable data in DonorPerfect and use dashboards to track and report on progress.
- Collaborate with the VP of Chapter Development on strategic funding priorities that align with organizational goals, including growing the number of children served.
- Engage the St. Louis chapter board, including the board chair and founder, and support board development and new member cultivation.
- Be a willing, flexible contributor to the team's day-to-day needs.



About World Pediatrics

World Pediatrics began as two organizations: Healing the Children Missouri, founded in St. Louis in 2004 by Kate Corbett, and the International Hospital for Children in Richmond, Virginia, founded in 2001 by the South Richmond Rotary Club. The two merged in 2011, combining a Richmond-based hospital model with a Missouri-based outreach network.

Today, World Pediatrics fields 85 to 90 medical mission teams a year, delivering cardiac, orthopedic, and spine care across the Caribbean and Central America, treating children close to home whenever possible and bringing roughly 65 a year to the United States when it can't. Since acquiring Childspring International in 2023, the organization has staff in St. Louis, Richmond, Atlanta, and Raleigh, united by five core values: Kids First, Equitable Access, Rooted in Community, Best Practice to Next Practice, and Shoulder-to-Shoulder.

Compensation and Benefits

The starting salary range for this position is \$100,000 to \$130,000, commensurate with experience. Benefits include fully employer-paid medical, dental, and vision coverage, a 403(b) with company match, generous PTO and paid holidays, and paid parental leave.

Location and Work Environment

This position is based at World Pediatrics' beautiful St. Louis office at 1325 N. Warson Road in Creve Coeur. The role follows a hybrid schedule, with in-office days required on Monday and Wednesday and a third day of the employee's choosing.



How to Apply

Interested candidates should submit a resume and cover letter expressing their interest and qualifications to search@emdconsulting.com. Applications are due by **October 26, 2026**, with early submissions encouraged.