

Aid to Artisans

AidtoArtisans.org

President

BACKGROUND: Aid to Artisans (ATA) is an international not-for-profit organization and recognized leader in economic development within the global craft sector. Since 1976, ATA has created economic opportunities for hundreds of thousands of artisans in more than 110 countries where their livelihoods, communities and craft traditions are at risk. By linking artisans in developing countries to new markets and buyers to culturally meaningful and innovative products, ATA provides needed economic opportunities to artisans to build profitable craft businesses.

Currently based in West Hartford, Connecticut, ATA unites an international community of artisans, organizations, development experts, retailers, design industry leaders, business trainers and supporters. ATA has a budget of \$5 million, and its market access focus—achieved through product design and development, training, and links to local and international buyers—has resulted in over \$40 million in direct economic benefits to more than 125,000 artisans in developing countries. This has led to retail sales totaling \$245 million throughout North America and Europe.

ATA is in position to take the lead in addressing environmental and other issues that directly affect artisans and their communities. With a spotlight on developing regions of the world in areas such as the use of technology and mobile communication devices, environmentally safe materials and processes, and advancing marketplace and economic development, ATA is committed to applying 21st century techniques and solutions to handmade traditions.

PRIMARY FUNCTION: The President will provide vision, strategic, and hands-on direction necessary to implement the mission of ATA. He/she will build on established initiatives and identify and implement additional strategies and programs that will increase impact, generate new sources of revenue, and lead to future growth and sustainability.

The President reports to an active Board of Directors and oversees a local and international staff of 30, including business marketing consultants, product designers, and international development specialists.

IDEAL QUALIFICATIONS: Genuine passion for the mission of ATA and the ability engage others in its future success; advanced degree in business, education or not-for-profit management; demonstrated success leading an international NGO or other not-for-profit organization, although candidates from the corporate arena with a history of not-for-profit board leadership experience will also be considered; proven strategic planning aptitude; knowledgeable about contemporary philanthropic models, including social enterprise and venture philanthropy; willingness and ability to be a front-line fundraiser; business and financial management skills; experience establishing and growing public and private business partnerships; experience with government/public funding; effective relationship-building skills at all levels; creativity and entrepreneurship; politically savvy; well-traveled and informed about the international community; able to travel internationally to support the ATA mission.

While Aid to Artisans is headquartered in West Hartford, Connecticut, the search committee may consider candidates who reside elsewhere, and who are willing and able to commute/travel as needed to be effective in this leadership position.

Compensation will be competitive and commensurate with experience and accomplishments. A complete position specification is available upon request. Kindly direct all expressions of interest to Howe-Lewis; do not contact ATA. Nominations and applications will be considered in confidence and should be sent via e-mail to:

Artisans@howe-lewis.com

Or apply online at www.howe-lewis.com/assignments.html