

## Development & Communications Coordinator

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### Summary of the Organization

Malnutrition is one of the greatest barriers to the world's poorest escaping poverty. The 900 million people in Africa and Central America who eat corn daily are some of the most affected, with nearly half of Guatemala's children suffering from stunted growth. Semilla Nueva launched the world's first social enterprise dedicated to the development, production, and sale of more nutritious, biofortified corn seed directly to small farming families. Farmers buying our seed increase their yields and incomes, while improving the diets of hundreds of thousands— and someday millions—of the world's poorest consumers. It's a scalable, sustainable way to give farming families what they most want, while providing malnourished children with what they most need. Our goal is to prove this model in Guatemala while improving the incomes of tens of thousands of families and the diets of millions of Guatemala's poorest, before expanding the model through Central America and Sub-Saharan Africa. At Semilla Nueva, we're obsessed with impact at scale.

In 2018, our first year of sales, our seed took 1.3% of the Guatemalan seed market with nearly 2,000 families purchasing. By 2019 we reached nearly 5,000 families — covering more of our organization's costs through sales, while we deeply invest in impact evaluation, new seed development, and collaborations to scale our seeds internationally. In 2020, we adapted our strategy to COVID-19 restrictions and are still on track to meet our sales goals and reach nearly 8,000 farmer families.

We're a hybrid social enterprise (non-profit owns a for-profit company) of 23, mostly Guatemalan, staff. We work with some of the world's leading scientists at organizations such as CIMMYT, Harvest Plus, and universities like Purdue, Iowa State, Tufts, and Harvard. Our donors include some of the most prestigious in the space of impact philanthropy, including Cartier Philanthropy, Mulago and the U.S. Government. Our seeds are based on conventional breeding (non-GMO), although we are not opposed to well-tested biotechnology. Our work has led to rapid growth and international recognition, including an Ashoka fellowship, Mulago fellowship, and Forbes 30 under 30 for our founder.

Our team shares a common background. Whether from the private sector or NGO world, we have seen that most international development projects fail because they don't focus on finding the intersection of what the world's poorest want and what they most need. We're looking for new team members who are smart, hungry, and humble—and who are just as obsessed with innovative ways to end world poverty as we are.

### Summary of the position

We are hiring a Development & Communications Coordinator to advance Semilla Nueva's donor engagement and communication strategy. The ideal candidate will be an exceptional writer with experience working for NGOs and/or social enterprises. They will use research and relationship management skills to identify and pursue new funders to help Semilla Nueva reach its ambitious 2020 and 2021 funding goals. They will use creative and technical writing skills to craft compelling grant applications. Working closely with the Program and Development Manager, the coordinator will elevate Semilla Nueva's storytelling, partnership engagement, and communications capacity. Based on experience, the coordinator may also support grant reporting and management.

This position will report to the Program and Development Manager. Additionally the Coordinator will work closely with the field team to identify communication priorities, highlight our programmatic work, support our partnership deliverables, and manage our external messaging.

## Responsibilities

- Identify potential donors and write compelling and comprehensive applications; the ideal candidate can do so independently with limited oversight required from the Program and Development Manager
- Develop creative communications materials for donors, implementing and research partners, and grassroots supports, collaborating with the Program and Development Manager to develop and manage an annual communications strategy
- Develop stories that capture the impact of our work; independently generate ideas for compelling narratives
- Work across Semilla Nueva departments to collect up to date information to synthesize effective and accurate written materials; specifically liaising with M&E to highlight our impact data and the field team to highlight stories from the field sites
- Manage Semilla Nueva's digital presence, including the website and social media accounts
- Provide strategic insight on potential partnership opportunities and support relationship management
- Support Program and Development Manager to ensure timely delivery of compelling, high quality, and accurate grant reports tailored to donor expectations and requirements
- Conduct strategic research and writing as related to new and existing partners (i.e. organization scoping, input on grant applications)

This individual will be based full-time in Guatemala City, with up to 30% travel to the field.

## Qualifications

### *Required:*

- Bachelors degree, preferably in agriculture, public health, communications, or international development; other majors with equitable experience accepted
- 2+ years of experience working in a results-oriented multi-cultural workplace, preferably at an NGO or a position that required extensive writing
- Exceptional creative and analytical writing skills to create compelling and evidence based materials
- Experience managing communications strategies and materials
- Familiarity with donor and partnership engagement strategies
- Full working-proficiency in English and basic Spanish
- Demonstrated leadership, stress-management and flexibility in the work environment

### *Desired:*

- Experience in grants management and reporting
- Experience working with bi-laterals and/or governments on major research projects
- Experience with graphic design and/or website design
- Photography, photo-editing and videography skills

**Beginning date:** ASAP

**Salary:** Competitive local salary, dependent on experience

Before applying, please review our website, blog, and annual reports which are found at [www.semillanueva.org](http://www.semillanueva.org)



To apply please send the follow to [trabajo@semillanueva.org](mailto:trabajo@semillanueva.org). Please note "Development & Communications Coordinator" in the subject line.

1. A cover letter explaining your interest in SN and the position
2. A current, detailed CV
3. 1 writing sample