

VACANCY

MEMBERSHIP DIRECTOR

The International Union Against Tuberculosis and Lung Disease (The Union) is looking for a Membership Director to lead and drive The Union's membership growth globally. The post holder will be accountable for developing a robust and ambitious membership strategy and ensuring it is implemented successfully.

This is a full-time position as an employee, working from home (preferably based in the UK). The post-holder will also manage an international team remotely, and travel frequently to The Union's headquarters in Paris, France. S/he will be a member of the Senior Management Team and report to the Executive Director.

Key Responsibilities:

- Review the current membership model in the organisation and develop a clear membership strategy to grow the membership base and increase membership revenue;
- Advise the Executive Director on all membership related issues and present thoughtful recommendations based on previous experience and proven track record in growing membership organisations, industry best practice and analysis of available data;
- Put in place the internal infrastructure required to manage and grow membership to another level, including IT needs, communications tools and membership processes;
- Liaise with The Union offices to build a strategy for membership growth in-country and monitor progress made to ensure that the offices' targets are met;
- Identify new digital strategies and other tactics to reach younger generations of emerging public health leaders;
- Build a network with diverse actors including public and private sector organisations and businesses, as well as universities, public health institutions, influential individuals/benefactors and membership champions;
- Working with the Director of Policy and Strategy, explore and articulate how membership can support the implementation of the organisation's strategic plan – in particular in terms of advocacy and the role of members as ambassadors for the organisation and its vision and values;
- Help The Union's membership of scientists, doctors, health workers, policymakers, activists and other public health leaders around the world grow and collaborate to save lives and advance science;
- Establish and meet ambitious growth and revenue targets;
- Build a member prospect list and plan and implement a targeted marketing campaign to bring new members to the organisation working closely with existing members to understand the value proposition and tap into their networks.

Requirements

- Minimum 10 years' experience at a director level in a membership role, preferably in the public health sector;
- Proven record of successfully growing membership in an organisation to over 20 000 members;
- Comfortable communicating with stakeholders from a variety of professional and cultural backgrounds and with broad variations in seniority;
- Experience working with teams across multiple geographies;
- Possess exceptional customer services skills, attention to detail and experience of working with a large and diverse range of stakeholders;
- Have an entrepreneurial nature and positive "can do" attitude;
- Analytical skills to gather and analyse relevant data to expand the membership;
- Have a data-driven approach to decision making;
- Excellent verbal and written communication skills, and interpersonal skills;
- Mother tongue English. Fluency in French or Spanish an advantage.

How to Apply:

Please send your CV and a cover letter to hr@theunion.org with '**Membership Director**' in the subject line of your email. Closing date for applications:

Only shortlisted candidates will be contacted. This position will remain open until the vacancy is filled.