

The Michael & Susan Dell Foundation (www.dell.org) is dedicated to transforming the lives of children living in urban poverty around the world. With offices in Austin, TX, New Delhi, India, and Cape Town, South Africa, the Dell Foundation funds programs that foster high-quality public education and childhood health and improve the economic stability of the families we serve. To date, the foundation has committed over \$2.3 billion to global children's issues and community initiatives to accelerate opportunity for families. The foundation is expanding its work into Israel.

Current Opportunity: Country Director, Israel – Tel Aviv

The Michael & Susan Dell Foundation currently has a position open for the Country Director, Israel. This role will be based in Israel (likely, Tel Aviv). The Country Director is the most senior representative of the Foundation in the country and will report directly to the Chief Operating Officer in the United States. The Country Director will provide overall leadership to the Foundation's programs in Israel, including developing and setting the country-level strategy, including anchoring themes and sectors of focus, designing the Foundation's related approaches and goals, and driving operational excellence in those programs. The Country Director will work in partnership with the three other Country Directors to achieve the global strategies of the foundation. The Country Director will also represent the Foundation in Israel, including in dealings with senior stakeholders in business, government, civil society, foundations, and other international organizations.

The Foundation requires an individual who can see opportunities in challenges and work collaboratively with leaders in business and government, our staff, and our implementation partners, to design and implement programs and projects that extend and further the impact of the Foundation's mission in Israel. Our commitment to driving measurable outcomes for our beneficiaries through innovation, collaboration and partnership is key to enabling our mission.

What will you do?

Ensure strategic and operational execution of the Foundation's Israel mission and vision.

- Lead the development and execution of the country strategy, and ensure its alignment with the Foundation's overarching strategy to achieve ambitious targets to build pathways that transform people's lives.
- Consult with key stakeholders and demonstrate in-depth understanding of the drivers of areas that offer the greatest opportunities for impact.
- Test and evolve the country strategy, in conjunction with Foundation leadership, Program Teams and other stakeholders. Continuously review the program priorities and provide guidance on strategic and tactical coherence.



- Develop and implement rigorous metrics, monitoring and evaluation practices and utilize data to make decisions, capture learnings and demonstrate impact.
- Critically review and approve or decline proposed grants and investments, based on the strength of the investment opportunity, the clarity of problem/solution, and risk/reward profile of each proposal.
- Leverage the strong entrepreneurial environment in Israel and develop an impact investment portfolio that drives social outcomes and is catalytic in transforming beneficiaries' lives in our targeted areas of focus (education, jobs & livelihoods, family economic stability, others).
- Identifying the right financial instruments and associated opportunities (equity, debt, guarantees, impact bonds, grants) to maximize outcomes in the areas of focus within Israel.
- Represent the Foundation's interests on the boards of investee companies in Israel, or industry forums and steering committees with other stakeholders (including government), as needed and as appropriate.

Actively Manage Programs and Program Outcomes:

- Leverage leadership experience, project management skills, and problem-solving prowess to assess progress, overcome obstacles, and manage risks to ensure the programs achieve outsized outcomes.
- Apply a rigorous and detailed review of program outputs to ensure a high standard of quality.
- Conduct clear-eyed, rigorous appraisals of all Foundation-supported projects, driving projects for maximum success and making hard choices to move away from ineffective initiatives, as appropriate.
- Make active use of external evaluation data to drive internal decision-making. Synthesize key findings and drive adoption of lessons learned within the foundation and beyond.

Cultivate and manage stakeholder relationships (private sector, government and others) and represent the Foundation's views and interests in the country.

The Country Director will curate the in-country partnerships required to achieve the Foundation's strategic and program objectives and outcomes. This will entail engaging strategic partners, leaders in business and government, and co-funders, cultivating mutually beneficial relationships with local and international partners, and demonstrating the ability to positively influence external stakeholders including those at the highest of levels.

Ensure effective and efficient use of financial resources.

The Country Director develops and oversees the annual financial plan, is accountable to manage and integrate the various budgets, ensures clear controls and transparency, and also drives efficiency and effectiveness in the use of organizational funds in the financial and program decisions of the organization.

What education and experience will you need to be successful in this role?

A mission aligned individual with a professional qualification (Masters level preferred) with a minimum of 20 years of experience leading/managing complex, integrated business operations towards clear, measurable outcomes.

Investing experience with an understanding of the start-up ecosystem in Israel. Additionally, deep experience or networks in the Israel start-up sector and/or experience in building organizations from early stages would be desirable.

Additional experience in managing large technology-enabled transformation projects and/or managing business operations with full P&L accountability and/or past experience in management consulting would be desirable.

Experience working with the diverse communities and cultures in Israel is critical.

Knowledge of and experience navigating within the government is preferred.

The Country Director must have the ability to think strategically and conceptually using strong analytical skills to identify and implement solutions to address complex problems using a business lens, and then to effectively influence a wide cross-section of people. Similarly, the Country Director will have a willingness to do whatever it takes to get the job done while being bottom-line focused. Highly developed organizational and prioritization skills will underline the ability to work in a fast-paced environment.

The successful candidate will also possess the following:

- A true curiosity and commitment to finding more effective ways to meet the needs of low-income children and youth.
- Fluency in both Hebrew & English.
- Analytical, fact-based problem solving, planning and implementation.
- Investing experience within the start-up ecosystem in Israel. Impact investing experience is a plus.
- Ability to learn quickly and connect learning to ongoing program and portfolio evolution and opportunity identification.
- Demonstrated understanding of business planning, financial budgeting and accounting processes.
- Experience developing and analyzing project plans and budgets for large projects.
- Ability to foster internal and external stakeholder relationships as well as project manage external vendors.
- An ability to dive into the details of a project when needed, yet able to synthesize learnings to shape overall programmatic strategy.
- Excellent oral and written communication skills with an emphasis on netting out complex problems to meet the understanding of a wide range of stakeholders.

- Comfortable completing written analysis and data inquiries on key topics for Foundation management.
- Embody the highest levels of stewardship and ethical leadership in administering the Foundation's resources, and a proven ability to build external and internal teams with exceptional inclusion and effectiveness.
- Takes direction well, makes it better, and continually and effectively incorporates feedback into work to address needs of the team and leadership.

About the Michael & Susan Dell Foundation

We are a diverse team with unique perspectives. We are united in our mission, our purpose, and our culture. We are driven by our ambition to identify, build, and enhance opportunities for the people we serve, and we are unwavering in our commitment to trust and uplift one another. The foundation is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color religion, gender, sexual orientation, national origin, genetics, disability, age, or veteran status. We are committed to building a team and workplace that is enhanced by the breadth, depth, diversity, and capabilities of our teammates.

The Michael & Susan Dell Foundation has adopted a hybrid working model combining in-office and virtual work.

To inquire further or apply for this role, please contact:

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