

Chief Executive Officer



Chief Executive Officer Profile

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About Embrace

According to the World Health Organization, approximately fifteen million babies are born preterm or underweight each year. Preterm birth complications are the leading cause of death among children under five years of age, responsible for approximately one million deaths per year. Many of those who survive face a lifetime of disabilities and health issues.

One of the biggest problems these babies face is regulating their body temperature which is the primary function of an incubator. However, incubators are technically complex, expensive (costing \$20,000 or more), and require a stable supply of electricity, rendering them prohibitive in remote parts of the world. Traditional incubators often do not work in the world's most vulnerable communities.

Embrace Global is a 501(C)3 non-profit organization that developed a ground-breaking infant incubator that is portable and costs less than 1% of the cost of a traditional incubator. The core technology of the Embrace incubator is a phase-change material, a wax-like substance, which when melted, can maintain a constant temperature of ninety-eight degrees F. for up to eight hours at a time. This wax pouch can be reheated thousands of times. It is then placed into a sleeping bag, where it creates a warm micro-environment for the baby. The organization has helped to save over 475,000 babies with this technology, in over 22 countries.

Embrace's operating model focuses on partnerships with local healthcare providers, NGOs, and governments to ensure that the incubators reach the communities that need them the most. The strategic partners are organizations that support maternal and child health, innovation, and healthcare access initiatives. Embrace also provides training and support to healthcare workers to ensure they can operate the incubators safely and effectively.

Most recently, Embrace expanded its work to include crisis response. The invasion of Ukraine resulted in a catastrophic humanitarian crisis, particularly for women and children. Embrace is working with organizations like UNICEF, Alight and Project HOPE to deliver 3000 incubators to Ukraine. Additionally, Embrace is currently supporting earthquake relief efforts in Syria and Türkiye.

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Embrace Global [Ukraine Video](#):



Embrace co-founder, Jane Chen, remains active in the promotion of the organization and its cause through her Stanford network, TED network and participation as a Young Global Leader of the World Economic Forum, among other high-profile affiliations. In addition, the organization has a board of directors chaired by Jonathan Cohen, a prominent entrepreneur and innovator. Alanna Shaikh is the Director of Global Health and has over 20 years of experience in maternal/child health.

[TED Talk:](#)



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The Opportunity

Embrace has a goal to save 1 million babies by 2025. The Chief Executive Officer, reporting to Jane Chen and the Board, and collaborating with the Director of Global Health, will be part of a team of nine. The CEO will be instrumental in creating and driving the strategy to make Embrace's goals a reality.

This individual will lead and execute significant and wide-ranging fundraising and development efforts to ensure long term growth and sustainability for Embrace. Equal parts visionary and tactician, the CEO will lead the day-to-day operations of Embrace, collaborating effectively with the team and external partners to ensure that Embrace can deliver its incubators to the people and places that need them most. The CEO will passionately act as a lead ambassador for the Embrace brand, dedicated to building worldwide recognition and opportunities for expansion. Above all, this individual will *embrace* the mission to make a positive difference in the lives of vulnerable mothers and their babies around the world.

Core Responsibilities

- Achieve aggressive fundraising targets via high-net-worth individuals, corporations, and foundations. Also orchestrate efforts to build a base of smaller, recurring donations.
- Build a world class brand through, among other things, utilizing multi-channel communication strategies for multiple audiences. This will include social media and PR.
- Work with Board Chair to recruit and retain top-tier Board Directors.
- Develop and manage an organizational budget with a commitment to disciplined financial stewardship.
- Develop systems and processes to ensure expenditure tracking in line with standard fundraising requirements and appropriate non-profit 501(C)(3) governance.
- Help to build and maintain partnerships in the global health community for the distribution of incubators.
- Effectively manage supply chain to ensure that Embrace incubators are delivered via premier distribution partners.
- Oversee vendor relationships to ensure quality, efficacy, and value.
- Build and implement strategies for recruiting, training, assessing, engaging, and retaining skilled talent.
- Model a strong results-orientation and ensure an environment of high standards for performance where people feel valued and respected.

Experience, Skills & Qualifications

- A bachelor's degree is required. An advanced degree would significantly enhance qualifications.
- 15-20 years' leadership experience in non-profit organizations including global/multinational roles.
- Demonstrated track record of significant, multimillion-dollar, multi-channel, and diverse donor fundraising campaigns.
- A creative, strategic thinker who is well-respected for his/her/their business knowledge and ability to see the "big picture." Has the capability to create strategic, long-term business plans.
- Has executive presence and effectively builds commitment, excitement and buy-in across multiple stakeholders. Uses strong influencing skills and develops networks that enable

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- and enhance success.
- Must be detail-oriented, possess excellent planning and organizational skills, and strong financial acumen.
- Clear, thoughtful, and effective written and verbal communication skills.
- Strong problem-solving skills and ability to remain effective during complex, high-pressure situations. Inspires trust and credibility.
- Strong attention to detail, organizational and time management skills; ability to multi-task and manage competing priorities. Manages projects, activities, and resources effectively with appropriate delegation and supervision.
- Identifies process gaps and inefficiencies in the organization and proposes solutions to address organizational needs.
- Strong work ethic with a blend of strategic and tactical orientation.
- A team player who, through strong leadership skills, builds confident, highly productive and engaged teams.
- An effective leader with a bias towards action. Thoughtful and deliberate but decisive. Demonstrates sound judgment and decision-making.
- An entrepreneurial mindset and excited by the opportunity to build and scale a global, public health organization.
- Passionate about making a difference in global maternal child health.

Compensation

Compensation for the successful candidate will be competitive and commensurate with experience.

Location

This remote role is based in the United States with a slight preference for location in the Pacific or Mountain time zones.

To Apply or Learn More

Please send resume, referrals and/or questions to Leslie Rohrbacker
lrohrbacker@boyden.com.