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JOB DESCRIPTION:
Development Director
January 2025

Sector: International Development
Function: Fundraising/Development
Location: Flexible
Work Environment: Remote with intermittent in-person time
Travel Requirements: As needed
Salary range: \$120,000-\$140,000 based on experience
Employment Status: Full-Time (40 hours), Exempt
Reports to: Executive Director

ORGANIZATION DESCRIPTION:

World Connect activates power inside communities by co-investing with them to advance progress locally in health, education, and economic empowerment on their terms. The result of this co-investment model is a more effective, cost efficient, high impact, and sustainable local development paradigm that can address urgent inequities worldwide. World Connect has achieved development progress and impact for more than 3.6 million people across 42 countries with more than 2,055 community investments to date.

POSITION OVERVIEW:

World Connect is seeking a Development Director who can support the growth of the organization and help build a strong future for its locally-led development mission. The Development Director will work closely with the Executive Director and the Board of Directors as well as leadership and partners in affiliated NGOs to sustain and expand the organization's annual giving program, develop new institutional relationships, and organize cultivation and fundraising events. World Connect seeks a highly energetic, emotionally insightful, and mission-driven person to attract and inspire new donors and cultivate current donors in creative partnerships that increase the capacity of World Connect and its partners across the globe.

RESPONSIBILITIES:

- Create long-term and annual fundraising strategies and workplans alongside the Executive Director and Board of Directors to optimize World Connect's network and position World Connect for success in achieving annual and long-term fundraising goals
- Manage the organization's moves management system and Salesforce database to ensure that the organization's networks, gifts, prospects, and donor communications result in the achievement of its annual and long-term fundraising goals
- Nurture board members' enthusiasm and capabilities in advocating for the organization and fundraising to support the mission and support their efforts to serve as ambassadors and fundraisers for the organization
- Lead the planning and implementation of World Connect's annual fundraising event and other smaller prospecting and stewardship events throughout the year in the U.S. and abroad, generally 1-2 major events as well as 2-4 smaller events per year

- Monitor progress toward goals and produce regular reports and presentations on fundraising progress for organization leadership and board meetings
- Routinely produce well written correspondence for donors, prospects, grant applications, corporate social responsibility opportunities, and media
- Grow the organization's planned giving program
- Collaborate on communications work including annual report writing, production, and distribution, and film and social media production, distribution, and promotion
- Staff the organization's Development Committee, supporting the scheduling, agenda development and meeting note taking, follow-up and progress tracking

QUALIFICATIONS:

The Development Director will have experience fundraising for global work, value community and team building, and be dedicated to supporting the growth of an innovative non-profit. The successful candidate will demonstrate high familiarity with complexities and opportunities in the global development field, past success in individual and institutional fundraising, and high interest in building relationships and connections with donors and mission implementing partners to optimize the World Connect network and community. Applicants should present with the following:

- At least 10 years experience working in fundraising for a global non-profit, with extensive experience managing a major gifts program
- Dedication to the mission of locally-led international development, global poverty reduction, and the promotion of global equity
- A track record of fundraising success from individuals and institutions
- Superb interpersonal communication skills along with meticulous writing and editing skills
- Excellent time management skills, be self-directed, and be highly efficient and organized
- Dedication to the organization's mission and eagerness to be a part of a global team, valuing a culture of community building
- Bachelor's degree required, Master's Degree a plus
- Foreign language competency a plus
- Willingness to travel internationally required

To apply: submit resume and cover letter to hr@worldconnect-us.org with "World Connect Development Director" in the subject line.

All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, pregnancy, disability, age, veteran status, or other characteristics.

World Connect offers:

- Employer-paid health, dental, and vision insurance for employees and their families
- 401k retirement plan
- Paid time off includes 4 weeks vacation, 11 paid holidays, summer Fridays, additional PTO for health and personal leave, and paid family leave