

# We're out to design a better world and we need your help.



IDEO.org improves the lives of poor and vulnerable communities through design. To affect this change, we work directly with foundations, nonprofits, and social enterprises; create tools and resources that teach human-centered design; and influence the social sector with stories of human-centered design in action. IDEO.org works directly with organizations across a range of focus areas including reproductive health, financial opportunity, gender equity, water and sanitation, and agriculture.

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## How To Apply

Please prepare your cover letter and resume and upload your application to <http://smrtr.io/UWxyOg>. Applications will be reviewed on a rolling basis.

## Equal Opportunity Employer:

IDEO.org is an equal opportunity employer; applicants are considered for all roles without regard to race, color, religious creed, sex, national origin, citizenship status, age, physical or mental disability, sexual orientation, marital, parental, veteran or military status, unfavorable military discharge, or any other status protected by applicable federal, state or local law.

## Director of Development

Full-time (San Francisco)

### POSITION SUMMARY:

IDEO.org has a unique business model, with a mix of fee-for-service revenue, project- and program-specific grants, and unrestricted philanthropic contributions. This model has supported IDEO.org's growth to an \$8M budget in 2015. While not the largest source of revenue for the organization, philanthropic contributions, which currently account for \$1.5M of IDEO.org's total revenue, are perhaps the most important. They allow us to explore new ideas, invest in our creative culture and our people, build our internal capacity, and create new tools and platforms to spread human-centered design. This is why we're making a strategic investment in our Development function and hiring a Director of Development to lead the function, in partnership with IDEO.org's Executive Director.

The Director of Development will spearhead fundraising efforts as IDEO.org continues to grow, set annual development goals, and report regularly on progress to the leadership team and the Board of Directors. He or she will develop a comprehensive strategic plan and craft communications to engage prospects and bolster meaningful relationships with existing supporters. In addition to directly building and maintaining a pool of active donors, the Director of Development will research new funders and prepare and support leadership team members for meetings and events. The Director of Development will also identify funding opportunities from diverse sources (individuals, foundations, corporations, and government) that are aligned with IDEO.org's mission and strategies.

### YOUR RESPONSIBILITIES:

- Develop and execute IDEO.org's annual fundraising plan.
- Secure financial support from individuals, foundations, and corporations.
- Develop and maintain ongoing relationships with major donors and serve as their point of contact.
- Identify innovative funding prospects and execute new fundraising strategies to grow awareness of IDEO.org's work.
- Ensure that the Executive Director is poised to effectively maintain major donor relationships.
- Plan and oversee special events related to fundraising and community development.
- Manage the implementation of Salesforce and oversee staff responsible for data entry, gift processing, and donor information.
- Develop and track proposals and reports for all foundation and corporate fundraising.
- Write grant proposals and reports for donors.
- Strategize, develop, and execute memorable and inspirational fundraising experiences.



#### **THE IDEAL CANDIDATE:**

You are passionate about both development and the role design can play in the social sector. You have had a significant role in shaping an organization's development strategy so that it is tailored to its unique offering and you can't wait to roll up your sleeves and do it again for a mission-driven organization. You're guided by your emotional intelligence and intuition, and you put people at the heart of every decision you make.

- 10+ years of relevant experience - ideally within a nonprofit organization, with at least three years in a leadership role.
- Established relationships with philanthropists and foundations.
- Significant experience in developing outreach and relationship-building strategies and implementing plans to achieve them, ideally in a socially responsible corporate environment, a major foundation, or a university.
- Knowledgeable and comfortable in a broad set of fundraising venues, including corporations, foundations, development agencies, startups, and governments.
- Passion for IDEO.org's mission to spread human-centered design through the social sector.
- Ability to excite and engage colleagues in fundraising initiatives.
- Comfort with driving results in a highly ambiguous environment.
- Exceptional communication skills, including writing and public speaking.