



Director of Development

Supervisor: Head of Operations

Type: Full-time, salaried, exempt

Salary Range: \$90,000-120,000

Benefits: Flexible schedule; permanently remote (and awesome) team; health, dental, and vision insurance; generous PTO; paid parental leave; internet and phone stipend

Location: 100% remote (candidates living in California strongly preferred)

Job Overview

WIA is the only organization dedicated to advancing gender justice in the field of animation. We bring together the global animation community to empower and advocate for women, nonbinary, and transgender people in the art, technology, production, and business of animation, inspiring excellence and justice in all facets of the industry. Our approach is community-minded, forward-thinking, inclusive, and intersectional.

We are seeking a Director of Development to lead fundraising efforts as WIA continues to grow. A new position in the organization, this role will collaborate with the Fundraising Committee and Head of Operations to strengthen and expand strategic donor identification, cultivation, solicitation, and stewardship efforts. The Director will be directly responsible for developing and growing a robust individual giving program that feeds the major gift pipeline; they will also proactively work alongside the Board of Directors to cultivate, solicit, and steward gifts from corporate donors.

Strong candidates will be self-motivated, data- and results-driven, and adept at both the strategic and tactical aspects of fundraising. The best candidates will have direct experience in all stages of the donor cycle as well as an awareness of and demonstrated commitment to Community Centric Fundraising principles. A sense of humor is a big plus, too.

Applicants from BIPOC, LGBTQIA+, and disability communities strongly encouraged to apply.



Responsibilities

- Develop and execute the annual fundraising plan (including individual, corporate, and institutional giving) according to short- and long-term organizational goals
- Develop and execute the day-to-day operations of the individual giving program, including sustaining/monthly donors, annual gifts, and peer-to-peer giving
- Provide strategic and administrative support to the Fundraising Committee in identifying, cultivating, soliciting, and stewarding annual and major corporate gifts as well as executing capital campaigns
- Manage the implementation of a donor management system and oversee staff responsible for data entry and gift processing
- Ensure proper record-keeping in coordination with WIA's accounting team
- Collaborate with WIA's Communications Manager to produce relevant and informative fundraising materials
- Other duties as assigned
- Occasional travel is required

Experience and skills

- Commitment to the WIA mission, vision, and values is a must
- Working knowledge of the animation or entertainment industry preferred
- Minimum of 6 years of progressive fundraising experience in a nonprofit development department with proven success in securing gifts of \$5,000+
- Extensive knowledge of fundraising strategies and principles, particularly for individual and corporate giving
- Excellent management, interpersonal, and communication skills
- Committed to excellence and eager to constantly learn and grow
- Attention to detail is a must
- Demonstrated ability to work effectively in a remote work environment
- Sincere commitment and proven ability to work collaboratively and effectively with a variety of stakeholders, including staff, board members, volunteers, donors, members, and other supporters



- Team player who is willing to roll up their sleeves and pitch in to help colleagues when needed
- Experience with the following strongly preferred: the entire Google Suite, donor management systems, AirTable, Zoom, Adobe Acrobat
- Bachelor's degree from an accredited college or university, or substantial related work experience and education equivalent to a bachelor's degree required; Master's degree in nonprofit management, business, or a related field a big plus

Interested? Please send a single PDF that includes your resume and a cover letter to wiacareers@womeninanimation.org with the subject line "Director of Development application" and indicate in your email how you heard about the role. Please make sure that your attachment is labeled with your first and last name. Interviews will occur on a rolling basis until the position has been filled. We look forward to hearing from you!