



DEVELOPMENT DIRECTOR

Remote in Iowa – Prefer IC/CR Corridor or Des Moines

Salary range: \$85,000 - \$95,000

Iowa Women's Foundation (IWF) is committed to improving the lives of Iowa's women and girls through a diversified mix of action and funding, including research, education, collaboration, advocacy and grantmaking. IWF is the only statewide organization dedicated to funding programs, conducting research and advocating for women in every community in Iowa.

IWF seeks a dynamic, experienced Development Director committed to the growth and advancement of its work guided by a comprehensive strategic plan leveraging major and annual gifts from individuals, foundations, corporations and government sources. IWF highly values its trusted, ongoing relationships with long-term donors. The Development Director will continue to steward these connections while developing new donor prospects among individuals and corporations statewide.

In partnership with the President & CEO, Board of Directors and Development Committee, the Development Director is responsible for all aspects of fundraising, marketing and public relations to support a goal of \$1.3 M in FY2025.

Position responsibilities:

- Develop and execute an annual and long-term fund development plan to meet organizational goals;
- Analyze results and effectiveness of development plan to drive strategy utilizing Donor Perfect to record, measure and assess success metrics;
- Manage all aspects of donor engagement process for both established investors and new prospects:
 - Lead annual renewal process for individual donors and corporate sponsors;
 - Cultivate and solicit new individual, corporate, and foundation investors;
 - Steward individual, corporate, and foundation supporters at all levels of giving;
- Secure sponsorships and create promotional plans annual events including fall luncheon and Solutions Summit, as well as giving campaigns including the Annual Appeal;
- Coordinate the development of collateral materials related to fundraising events, programs and activities in partnership with contract marketing firm;

- Identify and prospect corporate/large grant opportunities and apply/report as appropriate in coordination with President & CEO;
- Support the President & CEO with Board engagement, including managing the Board Development Committee;
- Participate in professional development opportunities as appropriate

Reports to:

- President & CEO

The ideal candidate must be able to demonstrate they have:

- Passion for IWF's mission and values;
- Excellent written and oral communication skills with the ability to connect a wide range of audiences with IWF's vision;
- At least 5-7 years of fundraising experience with emphasis on statewide organizational footprint;
- Proven track record of researching, engaging, soliciting, and maintaining relationships with stakeholders;
- Ability to self-motivate, work independently, and lead a team;
- Enthusiastic and creative problem-solving abilities;
- Ability to successfully address challenges and make decisions in alignment with strategic organizational objectives;
- Proven organizational, prioritization, and project management skills;
- Experience utilizing DonorPerfect as an activity and goal tracking tool
- Commitment to building deep and lasting relationships with IWF supporters, volunteers, partners and grantees

This position is full-time, primarily remote, and requires the flexibility to work some evenings and weekends. Travel within the state of Iowa required, reimbursed at IRS rate. Benefits include generous PTO, participation in IWF's health and dental care plans, FSA, EAP, wellness program and life insurance plan.

HOW TO APPLY

In order to be considered for the Development Director position, please send a cover letter, resume and salary requirements to jobs@iawf.org.

Please include your name and Development Director in the subject line.

Applications will be accepted until the position is filled.