

DEVELOPMENT DIRECTOR

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

Salary range: \$80,000 - \$90,000

The 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, grantmaking, advocacy, education, and collaboration. At the heart of IWF is the goal of raising funds to provide grants to organizations that give IWF the power to advance the lives of women and girls each year.

IWF seeks a dynamic, experienced Development Director committed to the growth and advancement of its work through 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 \$1M in FY2023.

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;
- Lead annual renewal process for individual Circles of Giving donors and corporate partners;
- Cultivate and solicit new individual, corporate, and foundation supporters;
- Steward individual, corporate, and foundation supporters at all levels of giving;
- Manage the day-to-day development, marketing, and communications operations, including oversight of DonorPerfect database, outreach, gift administration and processing, donor recognition, budgeting, and record keeping;
- Secure sponsorships, create promotion plans and manage event logistics for all aspects of annual events including OVATION and fall luncheon;
- Coordinate the development of collateral materials related to fundraising events, programs and activities in partnership with contract marketing firm;
- Serve as point of contact for all grant applications and required reporting;
- 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;
- 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 with DonorPerfect a big plus;
- Commitment to building deep and lasting relationships with IWF supporters, volunteers, partners and grantees

This position is full-time, and the flexibility to work some evenings and weekends is necessary. Benefits include four weeks vacation, 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.