

WILDAID

Job Description Director of Institutional Giving

WildAid is a growing unique and dynamic global wildlife conservation non-profit based in San Francisco. With a \$13 million annual budget, WildAid leverages over US\$135 million in donated media placement and has received the highest Four-Star rating from Charity Navigator. Its campaigns have contributed to an 80% decline in shark fin imports to China and an estimated 75% reduction in ivory and rhino horn prices in China and Vietnam, as well as China's ivory ban and a host of other conservation successes.

Established in 1999, WildAid's mission is to protect wildlife by ending the illegal wildlife trade and conserving critical habitats. WildAid pioneered demand reduction in conservation and works to reduce global consumption of wildlife products by persuading consumers not to buy them. With an unrivaled portfolio of celebrity ambassadors and a global network of media partners, WildAid is able to deliver high-impact, culturally sensitive multimedia campaigns reaching hundreds of millions of people every week by leveraging donated media space. We also promote conservation to people across Africa through local ambassadors and combat climate change with campaigns to reduce meat consumption and promote lower carbon transport in China. Our expanding marine program strengthens marine protected areas around the world.

Reporting to the Chief Development Officer, the **Director of Institutional Giving** ("Director") will lead the growth of partnerships with other NGOs, governments, and multilateral institutions. As WildAid seeks to expand its impact around the world, the Director for Partnerships and Foundation Relations will play a key role in developing new NGO partnerships, more support from foundations, and increased granting from governmental and multilateral institutions.

Achieving ambitious goals for wildlife and the environment requires strengthening partnerships with NGOs, foundations, government funders, and multilateral institutions. WildAid has partnered successfully with a broad array of these groups but would like to expand these collaborations, especially in climate change, marine protection, and ocean conservation.

This role is both strategic and hands-on and will evolve as it develops. Initially focusing on donor and partner outreach and expansion, the Director will take on increasing management responsibility as the partnerships are formed and implemented. The Director will work closely with the Chief Program Officer, and the Marine and Climate Directors in developing new support. This role will involve extensive East Coast travel and some travel internationally to WildAid projects globally.

Primary Duties and Responsibilities

- Develop key relationships with WildAid program leaders
- Maintain a network of potential partners and develop new leads
- Work with Program staff to develop proposals and provide reporting and promotional materials to partners
- After the initial expansion, take on a broader development management role overseeing other aspects of WildAid's fundraising and development program

Key Competencies & Ideal Profile

We seek a dynamic, entrepreneurial self-starter with extensive international conservation knowledge and a network within the funding community.

This individual will be able to speak knowledgeably and persuasively about conservation issues and programs. They will most likely have worked for a much larger NGO and be inspired by the

challenge and opportunity to work in a smaller, faster-moving institution and be part of a small leadership team.

All staff members must be comfortable in an entrepreneurial culture. Strong project management skills and the ability to prioritize multiple, often competing demands are critical. The successful candidate must be able to work independently without a great deal of supervision. They must also have excellent interpersonal skills to influence and collaborate with partners.

Minimum Qualifications

- Bachelor's degree
- Minimum 10 years in conservation working in increasingly responsible roles with NGOs, foundations, governments, and/or multilaterals
- Experience working internationally
- Demonstrated experience in creating partnerships
- Knowledge of broad fundraising techniques
- Grant-writing experience
- Excellent writing and editing skills
- Experience successfully managing a team
- Experience with public speaking
- Strong verbal communication skills
- Ability to work independently and as part of a team
- Highly organized multi-tasker
- Willing to travel up to 30% of the time

Location

Remote with a preference for the East coast.

Equal Opportunity Employer

WildAid is committed to being inclusive and is proud to be an equal opportunity employer. We will consider all applications and applicants.

To Apply

Please submit a cover letter and resume to jobs@wildaid.org, with "Director of Institutional Giving" in the subject line. Information sent to other email accounts will not be considered.