



Director of Development

Asia Wild is committed to protecting and preserving the welfare of Asian animals worldwide. We support organizations dedicated to preventing poaching, abuse, captivity, illegal wildlife trade, and trafficking and promoting global conservation and sustainability efforts. We aim to create a world where all animals can thrive in their natural habitats, free from harm and exploitation.

Through our grant program, we will support nonprofit organizations worldwide, whether it's protecting Tigers in captivity in the US, helping elephant sanctuaries in Asia, educating students about conservation and poaching, or contributing to organizations in local communities really making a difference.

Founded in 2006, the organization has had a rich history of fundraising and supporting wildlife. Before 2023, Asia Wild was named Animals Asia Foundation US and was affiliated with Animals Asia Hong Kong supporting it as an IRS-recognized "friends of organization". Beginning in 2023, we are no longer affiliated with Animals Asia. We maintain our IRS 501(c)(3) status, and our mission will focus on supporting a diverse group of wildlife and conservation organizations throughout Asia and the world.

As we continue to reorganize in 2023, we will need a strong Director of Development with a commitment to wildlife and conservation.

The development staff and board will work with the Executive Director to ensure the financial goals are met. Joining Asia Wild will afford the right candidate the opportunity to build and grow a transformational nonprofit organization.

Responsibilities:

The Development Director will have the expertise and confidence to own a major gifts portfolio consisting of donors giving more than \$50,000 a year and you will grow the major donor pipeline.

- Develop a personal portfolio of 100+ prospective donors located throughout the country.
- Research prospective donors and create prospect plans.
- Manage donor stewardship for the largest donors.
- Work with the Executive Director and team to ensure marketing materials are available, web content supports your efforts, and develop donor profiles.
- Report to the Executive Director and the Board of Directors on fundraising efforts

- Provide support and briefings to internal stakeholders.
- Help to build a proactive planned giving program.

Knowledge, Skills, and Abilities:

- Minimum 7-10 years of experience in cultivating and securing major gifts with proven results.
- Experience in Animal Welfare and/or community foundations preferred.
- Experience securing gifts through planned giving, trusts, grants, and donor-advised funds.
- Proficient in using and maintaining donor databases as well as Google Workspace
- Strong analytical and critical thinking skills with excellent written and verbal communication skills
- High level of integrity with demonstrated ability to exercise tact and good judgment.
- Ability to manage multiple projects and prioritize tasks in a matrixed organization structure.

Full Time / Remote Position: Ability to work from a home office and maintain a flexible schedule in order to communicate with staff and donors in a variety of time zones.

To apply for this position, please send your resume and cover letter to Jill@asiawild.org.