**Title: Director of Individual Giving**

**Date: Open until filled**

**Reports to: Chief Operating Officer working with the VP for External Relations**

**Location: Los Angeles, California, USA**

**Whole Child International (WCI) seeks a Director of Individual Giving**

Whole Child International’s mission is to improve the quality of care for vulnerable children. Our systems-based, comprehensive program prioritizes the social-emotional well-being of children in orphanages, limited-resource childcare centers, foster care, and kinship care. Working in partnership with Duke’s Global Health Institute and the University of Southern California School of Social Work, we provide knowledge, skills, and tools to local universities, social workers, center directors, government ministry employees, and other stakeholders to make sustainable change across the system of care.

In 2017, after 13 years of program development and rigorous evaluation in a highly underserved area of global development, Whole Child secured a $3 million unrestricted gift to fund our next phase of growth. We are beginning a five-year phase of careful programmatic and geographic expansion.

Led by Ashoka Fellow Karen Spencer, globally recognized for filling a gap in solutions for care for vulnerable children, Whole Child International is an entrepreneurial and innovative NGO that is providing much-needed tools, data, and insights to the world community in an important and emerging growth field in international development. Consider joining our diverse team committed to impacting the lives of many.

**POSITION OVERVIEW**

Reporting to the chief operating officer and working with the senior leadership team, the ideal candidate will lead effort to raise money from individuals. S/he will oversee and develop a comprehensive strategy to acquire and cultivate individual donors with an emphasis on major donors. S/he will help to engage, solicit, close, and steward gifts. S/he will also help lead the low donor/direct mail and online fundraising effort to help fill the pipeline with individual donors who may eventually become major donors. S/he will have a demonstrated track record of success with major donors, direct mail, and online donor communications and fundraising.

**Duties and Responsibilities**

* Develop long-term fundraising strategy to acquire and cultivate donors for a robust pipeline from which future major donors will emerge
* Grow and support the current major donor effort
* Articulate WCI’s mission and work through multiple communications channels to a variety of constituencies for effective direct and indirect solicitations
* Implement a non-ask communications strategy to dovetail with ongoing solicitations that informs and engages donors
* Develop gift ideas, foster relationships, and solicit and steward gifts
* Involve new potential donors and engage prospects and donors with WCI
* Prepare well-conceived and well-written meeting briefings, strategy documents, solicitation proposals, and stewardship reports working both independently and with colleagues
* Maintain and update information about donors and prepare briefings and other reports in the database
* Use technology effectively to research, organize, and present data
* Manage all gift reporting and acknowledgments

**Qualifications and Requirements**

* Knowledge of fundraising principals and a demonstrated track record of success with individual donors and donor-centric communications
* Evidence of collaborative teamwork, initiative, critical thinking, good judgment, consistency of output, timeliness of follow-through and strength of written and oral communication skills
* Demonstrated success in motivating major donors to make significant gifts of $25,000 and up
* Ability to work with and command the respect of colleagues and donors
* Willingness to participate meaningfully and creatively in goal setting, strategic planning, and problem-solving
* An ability to set clear priorities with excellent organizational and time management skills
* Ability to work independently and make sound judgments without close day-to-day supervision
* Commitment to exercising discretion, keeping all WCI donor and leadership information in strict confidence
* Knowledge of and commitment to the work and mission of WCI
* Openness to travel and occasional weekend and evening work is required
* Bachelor’s degree in a related field required; advanced degree preferred
* Three to five years of development experience

Competitive salary based on experience.

Applicants should email a cover letter and resume (together in one document file) to Wholechilddev@wholechild.org. Please include “Whole Child Dir. Individual Giving” in the subject line of the email. Emails only please.