

## Managing Director of Development

For more than 30 years, Corporate Accountability International has successfully challenged corporations like GE, Nestlé, and Philip Morris to halt abusive practices that threaten public health, the environment and our democracy. Today our campaigns challenge the dangerous practices of some of the world's most powerful industries. **Think Outside the Bottle** exposes the truth behind bottled water marketing and defends the human right to water in the face of increasing corporate control. **Value [the] Meal** challenges the fast food industry to stop driving an epidemic of diet-related disease, and our campaign **Challenging Big Tobacco** is blocking industry interference in health policies that protect our kids.

The Managing Director of Development will join a strong and committed staff team to help fuel organizational expansion. Our development unit focuses on building partnerships with individual donors and foundations, through face-to-face meetings, phone calls, direct mail and online outreach. The Managing Director of Development recruits, manages and trains all staff in the development unit, and oversees major gift, mail, phone and online fundraising programs.

### MAJOR RESPONSIBILITIES:

- Play a lead role in developing and implementing annual fundraising plans, budgets and monthly cash flow projections for multiple streams, including from mail, online, phone and face-to-face fundraising.
- Manage 6-8 development staff, including a team of major gifts officers that secure \$1,000 - \$10,000 level gifts from individual donors.
- Manage direct mail consultant to develop and implement short- and long-range plans to grow our membership base through mail and online outreach.
- Oversee an in-house all staff phone bank twice a year.
- Build partnerships with philanthropists in person, over the phone and in writing.
- Work closely with the Director of Philanthropic Partnerships and other top leaders to drive organizational expansion and long-range funding strategies.
- Maintain accurate and up-to-date files, records and systems.
- Work closely with our campaigns and communications teams to increase donor commitment and campaign participation through regular and sophisticated communication.

### MINIMUM QUALIFICATIONS:

- Demonstrated commitment to corporate accountability, with a global perspective and an understanding of social change philanthropy.
- Minimum 4 years, prefer 8+ years full-time non-profit experience, with proven track record as a leader in a membership focused development department.
- Strong staff and program management skills, strategic planning savvy and superb interpersonal skills.
- Comfortable making face-to-face asks for \$10,000 gifts.
- Proven ability to project and meet budgets in a growing organization.
- Excellent written and oral communication skills.
- Organized and diligent record-keeping and administrative ability, while setting and meeting deadlines.
- Facility with numbers and analysis, Excel and database applications.
- Experienced and effective national traveler with a willingness to travel 10-15% of work time.

**ACCOUNTABILITY:** The Managing Director of Development is accountable to the Director of Philanthropic Partnerships.

**SALARY RANGE:** Commensurate with experience, with a generous benefits package.

**LOCATION:** Boston, MA.

**TO APPLY:** Email letter of interest, résumé and three to five references to [jobs@stopcorporateabuse.org](mailto:jobs@stopcorporateabuse.org).

*Corporate Accountability International is an equal opportunity employer and an inclusive organization.  
People of color, women, and GLBTQ people are strongly encouraged to apply.*

