

The logo features a stylized 'N' inside a square frame with a pink dot above it, followed by the text 'NEW MEDIA ADVOCACY PROJECT' in bold, black, uppercase letters.

NEW MEDIA ADVOCACY PROJECT

Job Title: Director of Development

Location: New York or remote

Application Deadline: Applications will be accepted on a rolling basis

New Media Advocacy Project:

New Media Advocacy Project (NMAP) is a team of narrative strategists working at the intersection of communications, movement building, and cultural engagement. We recognize the power of story and narrative to change power structures and to promote equity and justice, and to accomplish that, we partner with and train non-profits, activists, and coalitions around the world. Our roots are in human rights advocacy and visual storytelling, but we work across barriers to design narrative strategies informed by the science of framing, measurement, and strategic distribution. A leader in the narrative change space, we've established a global network through more than 100 civil society partnerships in 30 countries over the last decade.

NMAP Diversity, Equity and Inclusion Statement:

NMAP is committed to building and maintaining an inclusive, anti-racist, multicultural workplace. As a human rights organization that addresses systemic injustices in all facets of society, we strive to promote the kind of equitable world we fight for alongside our global partners. We see diversity, equity, and inclusion as a core part of our mission and responsibility.

Job Overview

NMAP seeks an experienced development professional to help take our organization to the next level of growth. We've been operating for 10 years and have emerged as a leader in the human rights field when it comes to using multimedia storytelling approaches to change narratives, win cases, and modernize advocacy approaches. We're at a critical moment of evolution. After a decade of proven impact, we've just completed a new strategic framework that will guide our work in the coming years, and that requires us to expand beyond traditional human rights fundraising. We're looking for candidates that can help us stretch our wings and court a diversity of funders, from environmental grantmakers to groups interested in supporting narrative change efforts.

The Director of Development will report to the Executive Director to advance all aspects of NMAP's development work, including individual major gifts, foundation grants, and business development initiatives for client projects. The Director of Development will create and help implement an ambitious and diversified fundraising strategy, and build internal systems to maximize our ability to pursue multiple avenues of development with a lean staff.

Duties and Responsibilities

- Work with the Executive Director and leadership team to shape and lead a strategy for acquisition of individual donors, foundations, and fee projects;
- Develop and execute a rigorous stewardship strategy for existing donors, including responsibility for correspondence, grant reports, and other writing as needed;
- Cultivate and manage relationships with individual major gift donors; lead the strategy for progressing the relationship from cultivation to gift solicitation;
- Grant writing, including primary drafting and managing other staff participating in grant writing;
- Work with supporters to organize cultivation events to expand NMAP's network and prospect pipeline;
- Work with the ED to develop and manage the Board of Directors;
- Manage mailing list and donor directed communications;
- Develop fundraising materials for external use; and
- Other tasks as needed.

Qualifications:

- At least five years of professional experience in development, particularly in social justice, human rights or climate justice;
- Experience writing grant reports and donor communications;
- Experience working with international teams;
- Experience developing high-quality fundraising materials, pitches and campaigns;
- Candidate must be detail-oriented, well-organized and able to effectively manage competing priorities and competing deadlines; and
- A demonstrated commitment to human rights and public interest work.

Compensation:

Salary \$80,000+ dependent upon experience. NMAP offers generous benefits and PTO, including medical, dental, and vision benefits employees and families, 3 months of paid parental leave, Life and Disability insurance, and 401K plans.

Our HQ is in Brooklyn and most team members work remotely. Candidates not based in NYC are encouraged to apply.

How to Apply:

Please send a resume, cover letter, and two professional writing samples to jobs@newmediaadvocacy.org with the subject line "Director of Development." Preferred writing samples include donor facing communication and grant applications.