



*Nurturing and Caring for Orphaned and Vulnerable Children for over 25 Years*

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## Director of Development

The Director of Development will lead all fundraising and marketing efforts under the direction of the COO for Mothers Without Borders. This leader will be responsible for massively increasing the fundraising revenue through sustainable long-term relationships and increasing the exposure of Mothers Without Borders worldwide.

### Key Responsibilities:

- Develop and coordinate aggressive fundraising strategies from individuals, corporations, and foundations via monthly giving, major gifts, events, planned giving, and endowment building activities
- Own and drive rapid growth of the Carol Zulu Club, our monthly giving club
- Form corporate and social partnerships that increase brand awareness and drive donations
- Coordinate and participate in the cultivation and recognition of donors
- Lead the MWB Fundraising Team in close partnership with COO
- Partner closely with CEO / Founder (our spokesperson) to understand the heart of MWB, and our communication style and brand
- Lead and build an ambitious communications strategy including social media, email, influencer marketing, print media, promotions, etc.
- Direct our web development, advertising strategy, and A/B testing that all ensure best use of funds
- Ensure that all external communication inspires and is aligned with our brand
- Ensure accurate record keeping for all donor engagement
- Plan and execute on appropriate budgets for the year
- Other duties as assigned

### Must-Haves:

- Belief in your ability to manifest great things into existence and a willingness to operate from the depths of your heart
- Proven experience growing a subscription program and building an audience
- The ability to drive innovation, change, and growth, and be a detail-oriented implementer
- The maturity and experience to successfully direct large, ambitious projects with little supervision
- Superb relationship management, interpersonal, and communication (written and oral) skills, including the ability to inspire and hold accountable diverse internal and external stakeholders
- Must be able to demonstrate story-telling ability through prior experience
- Ability to interpret analytics and create actionable insights
- Proven success directing marketing and communications with demonstrable high ROI

- Expertise with Wordpress, Adobe Creative Suite, G suite, Google Analytics, Facebook for Business, YouTube, Instagram, Hootsuite, Mailchimp, and any other tools required to fulfill these responsibilities
- Passionate about our work and desire to go the extra mile to bring hope to millions of children in crisis
- Ability to manage multiple work streams simultaneously without compromising quality of work
- 5+ years of experience in fundraising and marketing
- An impressive portfolio that we will ask you to present during the interview process

## Who we are looking for:

### **You're a strategic thinker.**

You have the strategic prowess and social intelligence required to help build scalable models that leverage the Mothers Without Borders brand, assets, relationships and opportunities to meet aggressive growth goals.

### **You have a team ethos and love working with people.**

You thrive in a creative, inventive, fast-paced startup environment, with people who are passionate about their work and mission. You're excited to work cross-functionally with other team members and enjoy bringing people together to achieve a goal. People enjoy working with you because they know they can trust you.

### **You're a leader and are committed to personal growth.**

The people around you are inspired by who you are. You are skilled at getting things done and always have the big picture in mind. You prioritize personal growth and are willing to do the 'inner work.'

### **You're an owner.**

You see something that can be improved, and you don't wait to fix it. You have a strong desire to make Mothers Without Borders a world-class nonprofit and don't need oversight to find success.

## Location & Compensation:

- This position requires that you work from our office in Provo, UT
- Full-time salaried position with benefits, compensation commensurate with experience
- Benefits include opportunities to travel to Zambia and experience our work first-hand

## About Mothers Without Borders:

Mothers Without Borders is a non-profit organization that offers hope in developing countries by strengthening local communities in their efforts to: 1) nurture children in crisis by providing a safe home, access to caring adults who invite healing from trauma, clean water, nutrition, and education, and 2) empower women and girls with literacy and business skills. We teach principles of conscious living, personal growth, and self-reliance to inspire each individual to be the best version of themselves. In addition we take about 100 volunteers on a life-changing humanitarian experience to Zambia every summer.