WORLD WIDE WEB FOUNDATION

Development Manager

Summary

The World Wide Web Foundation is recruiting for the role of Development Manager, reporting to the Director of Strategy and Partnerships. This is a new post with responsibility to coordinate efforts to secure financial support for the Foundation.

Background

The Web Foundation is a non-profit organization founded by the inventor of the web, Sir Tim Berners-Lee, to promote and defend his vision of the World Wide Web as a basic right and public good, for everyone.

When Sir Tim Berners-Lee invented the World Wide Web in 1989, he changed the world, expanding our access to knowledge and freedom of expression more than any other development in modern times. Seeing an opportunity to create a true public good and a tool for empowerment that anyone, anywhere could use to learn, earn, create and dream, Tim made the selfless decision to give away his invention to humanity for free, sparking a global wave of creativity, collaboration, and innovation.

After decades of watching the web grow in unimagined ways – and recognizing that his vision of the free and open web needed to be protected – Tim founded the World Wide Web Foundation in 2009 to defend and advance the open web as a public good and a basic right. With a talented team of 30 experts in over 12 countries, the Web Foundation engages with decision makers in the public and private sectors to make the open web accessible and affordable for everyone. The Web Foundation defends Sir Tim's founding vision and advances three specific areas critical to this: women's rights online, affordable and meaningful access and personal data rights. Our philanthropic investment leverages the power of policy, advocacy and research to deliver change at scale, and our work has helped drive policy changes that have brought affordable internet access closer for 628 million people – but there is still much more we need to do to ensure that the web is accessible and beneficial for all.

The role

We are seeking to appoint a Development Manager to strengthen our fundraising operation. Currently, development work is done by the CEO, senior directors in their area of program leadership, and external consultants. We want to secure and grow the funding base for the Foundation and this requires a more coordinated and dedicated effort than before.

Our new Development Manager will be comfortable managing a range of fundraising approaches and interacting with the Web Foundations founders and Board members, the CEO and senior team, and external funding partners and prospects.

The draft job profile for the role is attached.

Contact: José M Alonso, Director of Strategy and Partnerships: jobs@webfoundation.org, with the subject: Development Manager.

Role profile

Job Title:	Development Manager		
Department:	CEO	Contract:	Full time
Reports to:	Director of Strategy and Partnerships	Duration:	
Location:	London or Washington DC		
Direct reports:	None		
Key relationships:	CEO, Board members, WF directors, communications team		

Job Role			
Role Overview:	Coordinate the drive to secure financial support for the World Wide Web Foundation. Working with the President & CEO, Board members and others, proactively work to build a strong framework for development efforts engaging support from companies, foundations, individuals and governments.		

Responsibilities			
	• Working with the Director of Strategy and Partnerships, the CEO and others, support the development and implementation of a 3-year fundraising strategy that underpins strategic goals to accelerate income growth in a sustainable manner across a diverse range of income streams • Work closely with the communications team to ensure a compelling narrative and suite of materials to support development • Establish processes within the organisation to ensure the development activities are well coordinated, reported and evaluated • Develop a strong pipeline of funding proposals, identifying funding opportunities relevant to work of the WF • Develop relationships with funding partners and networks • Act as an effective and collaborative colleague within the Web Foundation		

Person Specification	
Education & Certifications	• Education in a relevant field to Bachelor's Degree level
Essential Knowledge and Experience	• Must embrace the mission of the Web Foundation • Strong interpersonal and writing skills • Have at least four years working experience in an area relevant to successful fundraising for the Web Foundation • Knowledge and understanding of fundraising techniques, including major gift fundraising, government and foundation grants • Experience of writing funding proposals • Skills to work with and motivate staff, board members and other volunteers • Experience in building external relationships, networking, and comfortable getting out of the office • Be organized and exhibit "follow through" on tasks and goals • Display a positive attitude, show concern for people and community, demonstrate presence, self-confidence, common sense and good listening ability