



WORLD WIDE WEB FOUNDATION

Department	CEO
Location	USA/ Global (Remote)
Job Title	Development Director
Reports To	President/CEO
Direct Reports:	Development Manager
Contract Type:	Full Time/ Permanent

Role Summary

The World Wide Web Foundation is recruiting for the senior role of Development Director, reporting to the President & CEO. This role has overall responsibility in leading our efforts to secure financial support for the Foundation. Working with the President & CEO, Board Chair and others, build and sustain a strong funding pipeline for the Foundation including support from companies, foundations, individuals and governments.

The Director of Development (DD) will work closely with the CEO to design and implement a best-in-class fundraising strategy for the organisation. As the Web Foundation enters a new phase of growth, and seeks to further heighten its brand and mission awareness with global audiences, it will be imperative that the organisation prioritises the diversification and security of its revenue stream.

This role is responsible for maximising donor engagement and revenue, particularly towards unrestricted funds. Focusing mainly on developing and securing new funding streams through an array of prospects - corporate, HNWI, foundations, and potentially also Web Foundation membership. The DD will also manage an active portfolio of current donors, and serve as the direct contact or support the CEO in stewarding those relationships. The DD will be knowledgeable about fundraising best-practices, and committed to implementing new processes and systems to ensure a high level of collaboration and consistency across the organisation. Additionally, the DD will collaborate closely with other teams across the organisation, and work closely with the Communications Director and Policy Director to identify key opportunities for message amplification and engagement.

The DD will be responsible for leading the Web Foundation's development of new funding streams, and play a key role in further engaging our existing donor relationships. This is a role well-suited for those with an entrepreneurial mindset, who bring existing contacts within the corporate sector (especially tech and social media firms), and are excited by working with a small yet high-performing team. The DD will have the opportunity to truly shape the future of Web Foundation's fundraising with their vision, and look to other senior staff, board members, and external resources for support in executing on innovative and new approaches.

Key Responsibilities

- Lead and drive the development and implementation of a 3 year fundraising strategy
- Own the fundraising pipeline; including prospecting, donor cultivation and stewardship, revenue recognition, and cash flow projections; report progress to the CEO & Board via established dashboards
- In collaboration with the Development Manager, effectively track and deliver against proposal and report deadlines.
- Collaborate across project teams and finance to gather information to develop compelling proposals, budgets, reports and other communication assets to support development and donor engagement
- Establish a range of new income streams, with a particular emphasis on the tech sector
- Establish structure, processes, competencies and systems to streamline development operations
- Act as an inspiring, effective and collaborative leader within the Web Foundation
- Work closely with the CEO and other directors to provide leadership to the Foundation as a whole
- Work closely with the Board Development Committee Chair and Development Committee members
- Work closely with the Future Leaders Council to ensure strong mission and program alignment
- Feed into the development and implementation of the strategic plans of the Foundation

Person Specification

Essential Knowledge and Experience

- Must embrace the mission of the Web Foundation
- 7+ years of multi-channel development/fundraising experience, preferably in an area relevant to mission of the Web Foundation
- Proven track record of closing 6 and 7 figure gifts from the following fundraising channels: corporations, HNWIs, foundations
- Knowledge of generally accepted accounting principles, specifically around nonprofit revenue recognition and cash flow projections
- Ability to develop budgets and assist in tracking budget vs actuals in collaboration with project teams and finance
- Excellent writing skills and ability to develop donor communication documents including progress updates, concept notes, grant proposals, and grant reports
- Excellent verbal communication; ability to convey organization mission and key projects and programs in a compelling way
- Understanding of North American corporate, HNWI and foundation giving networks
- Comfortable leading project development in collaboration with team leads in pursuit of grant and contract revenue

	<ul style="list-style-type: none"> • Exceptional strategic planning and project management abilities, experience working with high-performing teams • Able to translate broad vision into actionable strategy, and comfortable interacting with a diverse range of audiences • Compelling and persuasive communicator, with high emotional intelligence that enjoys working with small but mighty teams in a mostly remote environment • Collaborative and enthusiastic approach to work; able to adapt quickly while maintaining strategic focus throughout • Highly self-motivated and able to deliver against revenue goals • Desire to innovate and provide an authentic, creative POV • Passion for making the web a tool of social justice for people everywhere to advocate and seek a better future for themselves • Ability to travel extensively (up to 30%).
Education & Certifications	<ul style="list-style-type: none"> • Education in a relevant field to degree level, preferably to Masters' level

About The Web Foundation

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.