

# SENIOR PHILANTHROPY DIRECTOR, WEST COAST

## African Parks Foundation of America

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**Posted:** March 15, 2018

**Location:** California, United States

**Position:** Fundraising

**Field:** Animal protection, Environment, International

**Salary:** Commensurate with experience

**Website:** <http://www.african-parks.org>

**Application Deadline:** Open until filled

**Category:** Corporate and foundation relations, Donor relations, Major gifts

**Employment Level:** Full-time

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The African Parks Foundation of America (APFA) serves as the US fundraising arm to African Parks Network - an African-based conservation organization that takes on the direct responsibility for protecting and preserving Africa's wildlife and wild places. During the last five-plus years, APFA has significantly increased its total annual revenue, primarily from individual contributions and institutional funders, e.g., foundations. APFA's base of support includes prominent, high-net-worth individuals and respected institutional funders such as The Walton Family Foundation, The Wyss Foundation, and the U.S. Fish and Wildlife Service, adding further credibility to fundraising efforts.

The expansion of APFA's fundraising efforts have primarily focused on the East Coast although APN's reputation as one of the most effective conservation organizations in Africa, as well as increased awareness of its impact and success in media markets, has also attracted the attention and support of West Coast funders.

The Foundation needs to maintain existing support while building its pipeline by expanding donor discovery and cultivation with a focus on six-figure and greater gifts that have been prioritized in recent years. The West Coast is a strategic market for expansion of APFA's fundraising with a focus on the San Francisco Bay area, Los Angeles, Seattle and the Pacific Northwest.

Reporting to the APFA Executive Director, the Foundation seeks a dynamic and entrepreneurial Senior Philanthropy Director for the West Coast, who will be responsible for the following:

- Identify new major and principal gift prospects from individual and institutional sources, including foundations, corporations, nongovernmental organizations, and government entities. Maintain current knowledge of important developments within regional, national, and international funding environments as they relate to African Parks' mission and programs.

- Cultivate, solicit, and steward gifts and pledges from an active, personal portfolio of key individual and institutional prospects and existing donors at the high five-figure and six-figure level.
- Represent APN to a broad range of constituencies and provide thoughtful and informative presentations, serving as an articulate, engaging, and passionate spokesperson on the subject of African wildlife and habitat conservation.
- Help organize and coordinate donor visits to parks and accompany them on such visits when appropriate.
- Create and promote effective cultivation and solicitation opportunities for APF board leaders, APN's chief executive officer, and other APN leaders, including park managers and senior conservation personnel. Utilize sound judgment and efficiently communicate prospect strategies when involving African Parks leaders, make the appropriate connections between them and prospective donors, and personally provide staffing support as necessary.
- Assist in developing effective strategies for fundraising communications, events, and stewardship for the West Coast market. Ensure that marketing and communications products engage prospective donors in African Parks' work and vision, demonstrates the impact their support has on the organization, conveys that African Parks and its leaders care deeply about supporters and appreciates their commitment, and makes supporting the organization a personally fulfilling experience.
- Assist in developing stewardship and recognition plans for donors at all levels. Partner with the Executive Director and with board members in the development of events that can range from individually focused, personal interactions with APF's most significant donors and prospects to larger, discovery-oriented events, and set goals and desired outcomes. Maximize events so they are highly valued by patrons and other constituents, produce significant return on investment, and appropriately feed into major and principal gift donor strategies.
- Provide oversight of formal reporting obligations and stewardship of institutional and government grants, and corresponding coordination with leadership of specific parks and/or APN.
- Employ the moves management-prospect-management system including the use of the Salesforce Customer Relationship Management (CRM) system to track and manage prospect and donor relationships.

### **Required Qualifications and Experience**

- Bachelor's degree required; advanced academic degree preferred.
- Minimum of 10 years of senior-level experience in fundraising with focus on individual and foundation fundraising.
- Demonstrated track record of successful frontline fundraising for a complex nonprofit organization with multiple stakeholders.
- Prior experience working in a conservation NGO, and/or in a hybrid centralized-decentralized fundraising model involving distinct units is preferred.

- Experience in international fundraising and the cultural sensitivity it requires; knowledge of strategies and trends in global philanthropy.
- Excellent writing, editing, and verbal communications skills with the ability to make dynamic group presentations.
- Local knowledge of the Bay Area and/or California and West Coast philanthropic community; network of philanthropic contacts in the Bay Area preferred
- Willingness to travel within the U.S., to Johannesburg, South Africa for meetings with APN colleagues, and to Africa project sites to build content knowledge and to host donors.
- Ability to work from home/remote office

### **Additional Personal Qualities and Competencies**

- A passion for wildlife conservation and dedication to the mission and goals of African Parks.
- Values-driven, self-confident, self-aware, and committed to the highest levels of personal and professional development. Must elevate institutional goals and values beyond personal gain, recognizing when collaboration or complementing oneself with others is in the best interest of achieving desired outcomes.
- A penchant for diplomacy and the ability to work collaboratively with colleagues within the African Parks community while demonstrating cultural sensitivity and a strong respect for differences
- Unimpeachable integrity and trustworthiness; mature judgment in handling sensitive and confidential information.
- Self-starter

Employment start date is negotiable. Applicants should submit a cover letter and resume to Edward Barnes, Chief Operating Officer, at [edwardb@african-parks.org](mailto:edwardb@african-parks.org).