



Public Justice, a Washington, D.C.-based 501(c)3 non-profit that pursues high impact lawsuits to combat social and economic injustice, protect the Earth's sustainability and challenge predatory corporate conduct and government abuses, seeks an experienced Development Director to lead, expand and diversify its fundraising and outreach efforts. This position will be based in the organization's Washington offices.

We are seeking a highly motivated, strategic and innovative leader with a proven track record working with major donors and other committed organizational supports and who also has experience in broadening an organization's funding base and overseeing campaigns targeting diverse constituents. In the wake of the 2016 elections, Public Justice has significantly ramped up its advocacy and visibility efforts, and the ideal candidate for this position will have a strong track record of using cutting-edge programmatic work, media coverage, grassroots enthusiasm and a committed existing donor base to grow revenue. The Development Director will provide leadership, strategic direction, oversight, planning, implementation and management of all fundraising and development activities and staff. We are looking for someone who inspires broad-based, deeply felt commitment to Public Justice's mission, values and goals and has a strong personal passion for our work.

Public Justice has a staff of 28 – including 4 development staffers – and an annual operating budget of approximately \$5.2 million. The incoming Development Director must be an excellent steward of Public Justice's major giving program – composed primarily of supporters from the legal community - which is a significant part of our annual operating budget, while also exploring strategies for identifying and engaging potential supporters who are newly familiar with the organization. The organization recently commissioned a comprehensive development assessment, and the incoming Director will have key insights into opportunities for executing strategies to deepen, grow and streamline our giving programs.

Our work has been featured in *The Washington Post*, *New York Times*, *Associated Press* and other prominent publications and news broadcasts as the organization's visibility and prominence has risen significantly in the media, the legal community and among advocates engaged on important legal and political issues. This is a unique and exciting opportunity to play a pivotal role in developing innovative fundraising strategies in support of Public Justice's work to address the current political climate in Washington and to take on impactful legal and advocacy campaigns around issues such as climate change, LGBTQ civil rights, gender equality, food safety and corporate misconduct and consumer and workers' rights.

Responsibilities:

Fundraising Strategy and Execution

- Develop and maintain relationships with, and solicit, major individual, foundation and institutional donors, including Public Justice's existing community of major donors from the legal community.
- Expand and diversify strategies to identify, educate, involve and cultivate existing and prospective donors with a specific emphasis on growing Public Justice's fundraising efforts among new constituencies directly impacted by the organization's work.
- Conduct donor prospecting, stewardship and acknowledgment programs.
- Lead multi-channel fund development efforts targeting individuals, law firms, foundations and grassroots supporters and solicit donors in each category.
- Create and execute a comprehensive development plan for Public Justice, outlining the organization's vision and strategy for expanding existing programs and launching and maintaining new initiatives.
- Prepare the fundraising plan and write other planning documents as needed.
- Initiate, advance and oversee special fundraising campaigns.

Team Leadership, Management, and Supervision

- Oversee and manage the 4-member development team, ensuring they have the necessary tools and training.
- Provide direction to the Chairman in his major donor fundraising efforts.
- Support and advise the Executive Director in the execution of his development and membership activities, including major gift strategies and donor solicitation meetings.
- Oversee the work of the Board's development committee.
- Serve as development strategist for Board and committee members, including conducting Board fundraising activities and Board engagement plan.

- Assist the Executive Director in supporting the Board's executive and nominating committees.

Financial Planning and Management

- Develop and manage the annual budget for the organization's Development Department, including income and expense projections.
- Approve and monitor development team expenses and budgets.
- Track, monitor and report on donor initiatives and results.
- Work with the finance department to track grant budgets for restricted programs.

Organizational Leadership and Management

- Collaborate with communications and program staff to achieve strategic goals and to ensure consistent and regular messaging and communication to donors and potential donors.
- Provide strategic advice on organizational management issues to Public Justice staff leaders and senior management.

Qualifications

- Experience leading a small to mid-size development with a demonstrated understanding of each aspect of the team's work, including member recruitment and retention, major donor strategies, foundations work, planned giving and events planning.
- Demonstrated success in growing and diversifying the donor bases, especially in identifying and cultivating new constituencies through targeted campaigns.
- Budgeting and financial management experience.
- Experience or familiarity with Donor Perfect Online, or a similar software program, strongly preferred.
- 8-10 years of senior management or leadership team experience. CFRE certification preferred.

- Impeccable written and verbal communications skills, and a strong track record of creating and executive successful donor communication campaigns.
- Experience collaborating with marketing and communications teams on outreach, messaging and audience identification, as well as donor messaging. Experience working with legal teams, or with advocacy or legislative campaigns a plus.

To apply, please send a resume, cover letter and one example of a fundraising campaign collateral, donor communication or other relevant work product to sralls@publicjustice.net. Resumes will be considered on a rolling basis until the position is filled.

Public Justice is an equal opportunity employer with a non-smoking environment. Diversity valued. Applications invited without regard to race, gender, gender identity or expression, national origin, sexual orientation, age, veterans status or disability. Salary for this position is very competitive within the Washington, D.C. job market and benefits include fully paid health and dental insurance, 401(k) and paid vacation, personal and sick leave.