

Development Director

<u>Responsible to:</u>	Chief Executive Officer
<u>Location:</u>	The position is based in The Foundry, 17 Oval Way, London SE11 5RR and requires extensive travel.
<u>Salary:</u>	Competitive
<u>Closing date:</u>	17 May 2019

About MLDI

Media Legal Defence Initiative (MLDI) is a UK registered charity with a sister 501c3 in the USA. We provide legal defence to journalists around the world, ensuring they can continue to report on issues of public interest. We pay legal fees and provide technical legal expertise, engage in strategic litigation, make grants to national legal defence organisations, and deliver media law training and networking programmes to lawyers. We launched in 2008 with three staff and a handful of cases. Ten years later, we are actively supporting over 200 cases in 50+ countries. As we embark on our next stage of growth, communication and fundraising will form the cornerstone of our ambitious repositioning.

Role summary

We are looking for a dynamic individual to join our senior leadership team as Director of Development, leading our newly created Development Cluster.

As Development Director, you will have responsibility for fundraising, communications and impact tracking. You will lead and develop your own team to bring a step change in our approach to fundraising and engagement. You will unlock significant unconditional capital and create an engaged community around our work. You will cultivate individual donors, institutional funders and corporate partnerships in the USA and Europe, and you will manage and grow an annual fundraising portfolio of \$3million.

You will work closely with the CEO and MLDI's US and UK boards. You will be a highly motivated individual, with great people skills and a growth mindset. You will be familiar with the UK, EU and US fundraising landscape and passionate about the mission and impact of MLDI.

Main responsibilities include:

- Develop and execute a creative and integrated fundraising strategy that will diversify and significantly grow existing and new income streams.

- Together with the CEO, establish and maintain strong partnerships with MLDI's stakeholders and donors, including international media and internet companies, the media freedom and human rights communities and the legal community.
- Oversee the creation and maintenance of database systems and technical tools to manage fundraising relationships and interactions.
- Enhance MLDI's visibility and reach, increase engagement and build a community of supporters.
- Oversee the development and roll out of creative and innovative communication and marketing techniques.
- Together with the Director of Operations, support an effective and efficient internal communications ecosystem.
- Oversee and coordinate internal and external publications, including the production and communication of impact reports and the annual review.
- Oversee the development and implementation of MLDI's monitoring and evaluation framework, communicating our impact to enhance engagement.
- Manage, supervise, lead, motivate, and evaluate a high-caliber multi-function team including fundraising, communications and monitoring and evaluation functions, ensuring they receive regular support and supervision to achieve their targets.
- Leverage the Board of Trustees to support MLDI's fundraising and communications.
- Identify and carry out any other duties which fall within the scope, spirit and purpose of the post.
- Deputize for the CEO as required.

Person specification:

- Demonstrable experience of fundraising success in Europe and the USA (individual donors, institutional funders, corporate partnerships), preferably in the charitable or social impact investment sector.
- Successful track record of building effective, long-term, high-value supporter relationships, including through the use of CRM databases, experience of GIFTS desirable.
- Experience in marketing or communications, including embedding digital and social media approaches into marketing, communications and fundraising programmes.
- Experience of providing strategic leadership within an organisation. Experience of delivering organisational change is desirable.
- Experience in managing a multi-function team, including mentoring and coaching.
- Excellent interpersonal and communication skills, a collaborative working style and a pleasant, engaging manner in interacting with stakeholders, colleagues and the general public.
- Fluent written and spoken English is essential. Knowledge of other languages, particularly French, Russian, Arabic or Spanish, is an asset.
- Experience of working internationally and in a diverse and multi-cultural environment, and willingness/ability to travel frequently to the US and other countries.
- Experience of successful budget planning and financial decision making.
- Excellent time management and organisational skills, including project management skills.
- Experience in journalism, law or human rights is desirable.

How to apply

To apply please send a cover letter and CV to recruitment@mediadefence.org with the subject line: 'Development Director application'.

Equality and diversity are fundamental to our mission. We are committed to the recruitment and retention of individuals from diverse backgrounds and who reflect the diverse communities in which we operate.