



October 2010

Development Director

The American Foundation for Equal Rights, a non-profit organization leading the fight for marriage equality and equal rights for every American, is seeking applications for a senior development position based in Los Angeles. The Foundation is currently the strategic and sponsoring force behind the nationally-renowned federal court case against Proposition 8, *Perry v. Schwarzenegger*, which is currently being argued in the federal appeals courts by our legal team led by Theodore Olson and David Boies.

The Development Director will be responsible for the creation and implementation of a strategic development plan, and will identify, evaluate, cultivate and solicit individual, corporate, and foundation philanthropic commitments to support AFER's mission and goals. The Director will coordinate major gift cultivation events, activities, stewardship and meetings. This position will also direct fundraising communications, including the creation of effective fundraising correspondence and web-based solicitations, and writing and supervising production of the annual report. They will also lead grant writing operations, including conducting prospect research, cultivating foundation partners, developing proposals with staff, and writing and submitting proposals and reports. Finally, the Director will also lead fundraising evaluation, including establishing performance measures, monitoring results, and helping the Board of Directors evaluate the effectiveness of the organization's development program.

The Director must have a solid track record of achieving revenue targets and a proven ability to cultivate and manage new donor relationships, and identify strategic business opportunities. Experience managing contract and proposal deadlines as well as knowledge of fundraising information sources, research techniques, data management and evaluation will also be necessary.

A bachelor's degree and 5-10 years demonstrated development experience in a nonprofit organization or services industry setting is required.

Please send your resume, cover letter and PDFs of relevant materials to apply@equalrightsfoundation.org. Learn more about AFER and its groundbreaking case for equality at: <http://www.equalrightsfoundation.org/>.

As an equal opportunity employer, we recruit individuals without regard to race, national origin, religion, gender (including gender identity), sexual orientation, disability, marital status, veteran status or age.