



Contract Position:  
**DEVELOPMENT DIRECTOR**

**Contract Duration:** 6-12 months, with the possibility of extension  
**Hours per Week:** 20 hours per week  
**Location:** Remote work via Zoom during Seattle (PT) business hours  
**Reports to:** Executive Director

### **ABOUT AMPLIO**

Amplio's mission is to empower the world's most vulnerable communities through knowledge sharing. We accomplish this through the Amplio Talking Book, which amplifies the impact of partners like CARE, UNICEF, Mercy Corps, and government ministries. Over 1.4 million people have been reached.

Using the Talking Book audio device, our partners can share hours of educational information with low-literate, rural communities using their local language. A built-in speaker and microphone allow individuals and groups to listen on demand and record their feedback.

Our technology collects this user feedback and usage data so our partners can monitor program engagement, identify issues and trends, and continually update their content for greater impact.

### **ABOUT THIS POSITION**

Over the last five years, Amplio has raised about \$800k annually in unrestricted philanthropic support, mostly from a small pool of individual donors. We need a strategy, a system, and training for our staff and board to help us immediately expand and diversify our donor base.

Our board of directors is committed to doing what they can to support our fundraising efforts, but they seek the guidance, training, and support of an experienced development director. Our staff has established systems over the last 15 years for keeping our donors informed of our progress and aware of our appreciation for their support—but we can do better.

Together, our board and staff have outlined a plan for an exciting new Fund that we believe will attract new individual donors while deepening our relationship with existing donors. The Fund will support local civil society organizations with grants of Amplio products, services, training, and a cash stipend, which will empower local leaders with the resources they need to address the priority issues in their communities. To ensure its success, the development director will critique, improve, launch, and accelerate the Fund, with the support of our staff and board.

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[www.amplio.org](http://www.amplio.org)

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## RESPONSIBILITIES

1. Improve, launch, and manage the Fund.
2. Support Amplio's board to engage in fundraising programs, particularly the Fund.
3. Develop a fundraising plan tailored to Amplio's strengths and available resources.
4. Design and implement a system to engage Amplio board and staff in donor stewardship.
5. Design and implement a plan to engage potential major donors and strengthen the relationship with existing donors, with the support of the Executive Director.
6. Design and implement a program for leveraging corporate relationships from our board and major donors and to find and develop new corporate relationships.
7. Coordinate with the Communications Director to coordinate messaging with fundraising plan and activities.
8. Assess and develop events to support fundraising and awareness goals, including local/regional fundraising days (e.g., GiveBig, Giving Tuesday, etc.).
9. Support the development of Amplio's 2023 fundraising plan and budget.

## REQUIREMENTS

### Experience:

- 7-10 years of professional experience in raising funds from individuals, foundations, and corporations
- Experience with fundraising for global development projects
- Collaboration with boards to create development plans
- Desired: relationships with philanthropists from all constituent groups

### Competencies:

- Asking for and closing gifts
- Fundraising strategy development, including grants, major gifts, and direct solicitation
- Training and facilitation
- Planning and implementation skills with multiple concurrent priorities
- Flexibility, creativity, and the ability to work well with a small team

**COMPENSATION:** Commensurate with experience

**CLOSING DATE:** Priority will be given to applications received by May 15, 2022.

## HOW TO APPLY

Interested? We'd love to meet you! Send your cv/résumé and a cover letter to [jobs@amplio.org](mailto:jobs@amplio.org). Please include specific examples of how your skills and experience relate to this role. We look forward to hearing from you!

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