

## Connecting Women and Technology

The Anita Borg Institute champions women technologist and the key roles they play in technical innovation. We are committed to developing the next generation of technical leaders, showcasing the success of technical women, and changing the culture of technology. We work with industry and academia to recruit, retain and advance women.

The Anita Borg Institute offers a dynamic, team-oriented work environment with opportunities to innovate and grow. In keeping with our mission, we believe in a flexible work environment, enabling employees to integrate work and life demands, as well as a generous vacation and benefits package. We celebrate employee diversity and a culture of collaboration.

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# Development Director Job Opening

[devjobs@anitaborg.org](mailto:devjobs@anitaborg.org)

The Development Director will be responsible for systematizing, maintaining and expanding annual financial support for the Anita Borg Institute for Women and Technology (ABI) in the key areas of event sponsorships and individual gifts. The position reports to the Vice President of Business Development and works in close collaboration with the ABI Vice President of Programs and the ABI program staff. The Development Director will be primarily responsible for ABI annual event sponsors and the annual ABI individual giving campaign.

The Development Director should be energetic, collaborative, strategic, and demonstrate a proven track record in meeting direct fundraising goals, building fundraising systems, and managing strong relationships with external supporters. The ideal candidate has the skills and knowledge necessary to secure funding commitments and contribute to the overall sustainability of the organization. The Development Director must demonstrate key skills in account management; sales management and sales systems; and project management.

The ideal candidate for this position is an experienced and resourceful sales, business development or nonprofit development professional that is well-organized, highly motivated, people-oriented and excited to be part of a growing nonprofit organization, and shares a passion for women and technology.

This is a perfect job for a prior incentivized sales manager who may be looking to do work that is more meaningful and mission-based, while enjoying a flexible work schedule that is based in Palo Alto and includes telecommuting. Travel is approximately 25%.

### Responsibilities include

- Secure event sponsors for ABI's program Women of Vision <http://anitaborg.org/initiatives/women-of-vision/>
- Secure event sponsors for ABI's program the Grace Hopper Celebration of Women in Computing <http://gracehopper.org/2010/sponsorship/sponsors/> and <http://gracehopper.org/2010/sponsorship/additional-sponsorships/>
- Secure individual contributors for ABI's annual individual campaign <http://anitaborg.org/get-involved/donate/individual-giving/>
- Develop systems and processes to help automate the event sponsors and individual gifts.
- Work closely with the program team to implement business development systems and processes in the overall management of ABI's programs
- Add new event sponsors through national conferences, local events, web platforms, attending and presenting at conferences and events

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ANITA BORG INSTITUTE  
FOR WOMEN AND TECHNOLOGY

## Development Director, continued

### Responsibilities, continued

- Act creatively to maximize new fundraising technologies.
- Manage work with staff, partner organizations and external organizations as required to carry out development activities and meet sales goals.
- Maintain open and accessible communications among the various parties involved.

### Qualifications

- Bachelor's Degree required, masters preferred.
- Minimum 5 years proven track record in prior sales or business development, including the ability to meet annual sales goals
- Demonstrated success prospecting and, maintaining and closing new sponsors
- Strong negotiation and communication skills
- Minimum of 5 years experience in key account management with an emphasis on business strategy, conceptual selling, negotiation, and superior customer service is required

- Strong understanding of technology and the information technology field is required
- Proven leadership experience in dynamic, fast paced environment
- Excellent written and verbal English communication.
- Demonstrated excellence in public speaking, negotiating, diplomatic savvy and relationship management
- Professional, versatile and collaborative with a committed work ethic
- Dedication and passion for learning and communicating ABI's mission and vision.
- Proficient in technology tools needed for remote work and telecommuting.

Salary is commensurate with experience. If this job description meets your experience and interests, please send your resume, salary history, compensation plan and cover letter to [devjobs@anitaborg.org](mailto:devjobs@anitaborg.org) with the subject heading "Development Director".