

HARRIS RAND LUSK

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Director of Development The Media Line Job Description

Background

The Media Line is a non-profit American news agency covering the Middle East. Founded in 2000, The Media Line's unbiased, neutral and nuanced reporting is a resource for governments, policy makers, and other media outlets, and reaches millions of news consumers through its online portal - <https://themedialine.org> - and a global distribution. An independent news agency that gives a voice to stories from all sides, The Media Line provides content that helps drive change by promoting journalistic accuracy and fairness. Its initiatives include The Mideast Press Club; Women in Mideast Media, a women's empowerment program; and a journalism internship program.

The agency is poised to expand significantly. As tensions rise in the Middle East, so does the need for unbiased reporting. With current fundraising of over \$1.5 million, The Media Line is looking for a savvy Director of Development. This skilled and proven major gifts fundraiser will build upon The Media Line's successes and expand its sphere of influence.

Position

The Media Line seeks a dynamic fundraiser with excellent relationship skills to plan, organize and direct all fundraising in the US with the goal of significantly increasing its income. To achieve this goal, the Director of Development will lead the diversification of the organization's fundraising portfolio building on current funding relationships (corporate, foundation, government and individual), while cultivating new funders and creating new fundraising campaigns, including major gifts and social media campaigns, as well as special events. This is a contract position that could be full or part-time with a full-time salary range of \$150-160K.

Specific Responsibilities:

- Lead, develop and implement a development strategy to increase the breadth and depth of foundation, individual, and institutional support
- Develop new markets and areas where the organization is unknown, and create new arenas for fundraising
- Maintain and deepen existing donor relationships through regular cultivation, communication, stewardship, and solicitation
- Create development related marketing materials including foundation and corporate proposals

- Ensure the design and maintenance of donor and prospect records, gift management systems, informational reports, and metrics and performance measures to guide development goals and efforts
- Be a credible, compelling representative of The Media Line and its mission through persuasive presentations, written communications, and social media

Qualifications:

- 3-5 years of fundraising experience, with a track record that includes strong foundation and individual fundraising
- Broad knowledge of the role that media plays in helping to bring issues to the forefront and improve lives
- Persuasive written and oral communication skills as well as public presentation skills; compelling frontline fundraiser and storyteller who inspires people to support the mission
- Confident, highly-motivated and entrepreneurial
- Proven relationship building skills, and the ability to renew and grow support from a broad range of constituencies
- Ability to multi-task, prioritize, and learn quickly; able to work on a team or independently as needed
- Commitment to organizational mission
- Detail-oriented, organized, enthusiastic and energetic
- Strong work ethic, able to maintain and model high personal and professional standards
- Successful experience as a partner to senior leadership, senior professionals and the board
- Able to manage complex relationships with outstanding diplomatic, negotiation and ambassadorial skills

For more information about **The Media Line**, visit <http://www.themedialine.org>

To Apply

The Media Line has retained the services of Harris Rand Lusk to conduct this search. Inquiries, nominations, and applications may be directed in confidence to:

Jack Lusk, Managing Partner & CEO
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*Please put **The Media Line** in the subject line of your emailed application*