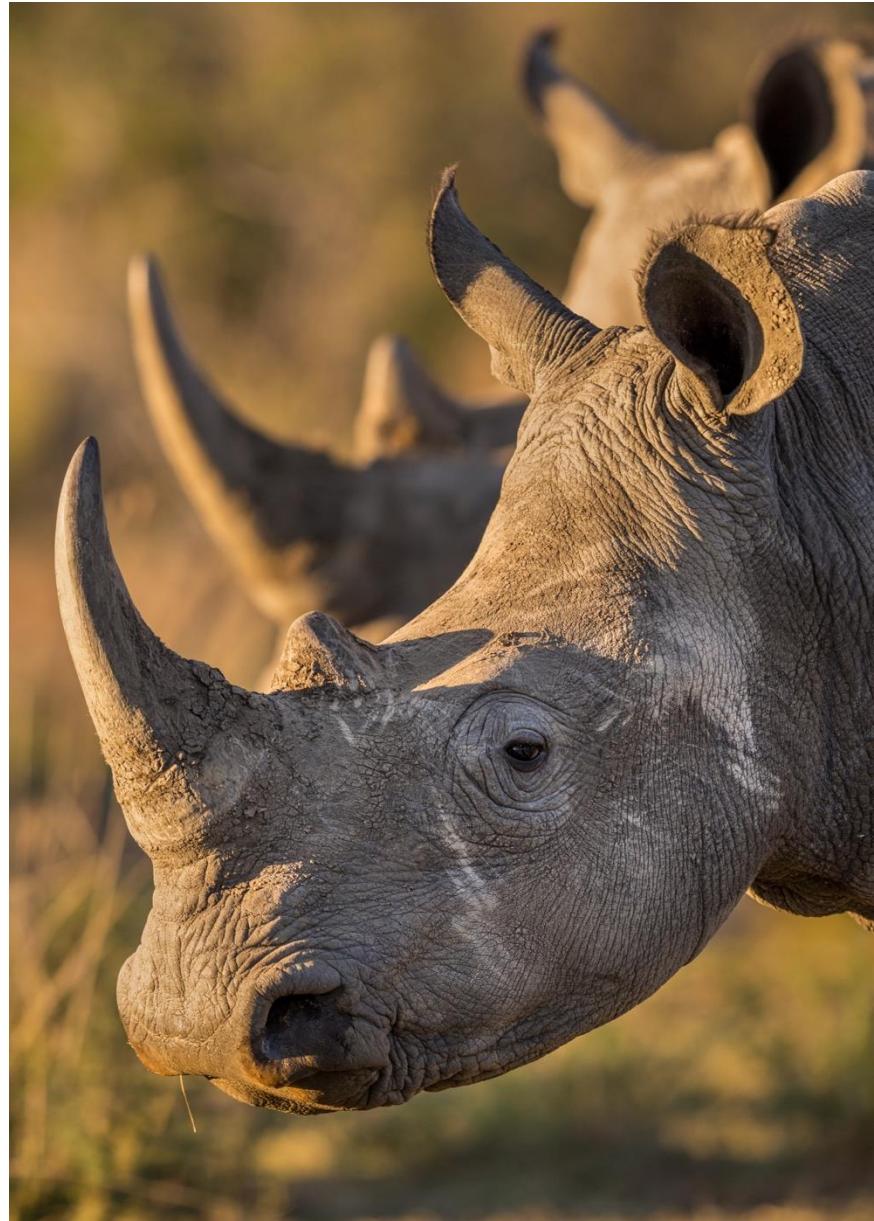




Director, Western Region



ORGANIZATION:	African Parks Foundation of America (APFA)
POSITION:	Director, Western Region
REPORTS TO:	Executive Director
LOCATION:	Remote; Western Region (Los Angeles, CA, San Francisco, CA, or Seattle, WA preferred; approximately 40-60% domestic and international travel required)
INFORMATION:	africanparks.org
TO APPLY:	Please send cover letter and resume as one PDF to APFADirWest@pbrsearch.com with title format “Last Name First Name – Letter Resume” and complete the Voluntary Self Identification form . This will assist us in improving our hiring practices and ensuring equal opportunities. Participation is voluntary and will not affect your candidacy in any way.

BACKGROUND

African Parks Foundation of America (APFA) is a nonprofit organization dedicated to the preservation and sustainable management of Africa’s national parks and protected areas. By partnering with African governments and local communities, APFA supports the work of African Parks, ensuring the long-term protection of wildlife, ecosystems, and livelihoods. With its partners, APFA manages 24 parks in 13 countries, covering over 20 million hectares, making African Parks the largest and most ecologically diverse conservation network on the continent.

POSITION

The Director, Western Region will play a critical role in advancing APFA’s fundraising efforts in the areas west of the Rockies. A proven frontline fundraiser with extensive experience soliciting six- and seven-figure gifts, the Director will be responsible for identifying, qualifying, cultivating, soliciting, and stewarding an annual portfolio of donors and will play a key role in the African Parks Foundation’s \$1B global fundraising campaign which launched in January 2026. Working closely with the US-based Executive Director and global development colleagues, the Director will develop a portfolio of donor prospects, build strong relationships, and generate appropriate proposals and asks that result in new and increased restricted and unrestricted support. The ideal candidate will be a self-directed, entrepreneurial fundraiser with an ambitious, no-fail attitude. They will bring creativity, energy, and passion to the role and have an obvious ability to generate enthusiasm for conservation and Africa’s future and make a compelling case for philanthropic support.

RESPONSIBILITIES

- Actively develop, grow, and maintain a portfolio of ~100-125 major donors and prospects in the Western region at the six- and seven-figure level.
- As a key frontline fundraiser, serve as a compelling, energetic, and professional representative of APFA.
- Manage relationships with potential donors and prospects to increase giving, moving them in an appropriate and timely fashion toward solicitation and closure.
- Partner with the Executive Director and Director of Development Operations to identify and qualify new prospects aligned with APFA’s mission.
- Create and deliver compelling proposals, presentations, and reports that communicate African Parks’ global impact and priorities.
- Collaborate with African Parks’ Global Fundraising and Communications teams to advance fundraising goals and ensure strategic alignment and coordinated donor outreach.
- Maintain accurate and timely records of donor interactions and progress in CRM systems (Salesforce).
- Regularly travel to meet donors, attend events, and represent APFA at regional and national gatherings.
- Contribute to the development of US fundraising strategies and provide insights on trends among West Coast philanthropists and networks.
- Participate in weekly team meetings, cross-functional planning sessions, and staff retreats.

QUALIFICATIONS

Experience – Required

- 10+ years of frontline fundraising experience
- A proven, successful track record in soliciting and closing six- and seven-figure gifts; experience with corporate sponsorships a plus
- Expertise in working with high-net worth individuals, including Board members
- Strong understanding of donor cultivation and stewardship best practices
- Goal oriented and the ability to work in a fast-paced, team environment across different time zones, carry out projects independently, manage multiple deadlines, and take initiative
- Entrepreneurial spirit with a history of growing revenue through successful and meaningful prospecting efforts
- Skilled in thinking creatively and entrepreneurially about ways to fundraise for APFA's mission
- Sound judgment in maintaining confidential donor information and ability to act with discretion, self-assurance, and diplomacy
- Strong organizational skills and discipline in stewarding donor information and maintaining database records; proficiency with Microsoft Office and fundraising software

Personal Attributes

- Passionate about conservation and its role in improving the planet
- A natural relationship-builder who can galvanize board members, donors, and staff around APFA's mission and fundraising goals
- A creative approach to problem-solving and an entrepreneurial and strategic mindset, with the skills and experience necessary to build upon existing systems and create new ones as needed to broaden and improve the development function
- Superior interpersonal skills and a high level of self-awareness, with a proven ability to successfully engage with a variety of audiences
- Excellent written and oral communication skills
- Willingness and desire to attend evening/weekend events and to travel regularly to cultivate/steward key donors and prospects; ability to travel to Africa approximately twice a year required

COMPENSATION

- Anticipated salary is \$200K - \$225K, commensurate with qualifications and experience
 - Opportunity to earn a performance-based bonus of up to 1.5 months' annual salary by achieving key fundraising goals and performance milestones
- Comprehensive benefits package, including health insurance, retirement plan, and generous paid time off

Frequently cited statistics show that women and people from underrepresented groups apply to jobs only if they think they meet 100% of the criteria. If you meet many but not all the criteria and feel you may be a good fit for the role, APFA encourages you to apply.

APFA is an Equal Opportunity Employer and does not discriminate on the basis of age, color, national origin, ethnic origin, citizenship status, disability, race, religion, creed, gender, sex, sexual orientation, gender identity and/or expression, marital status, veteran status, or any other characteristic protected by federal, state, or local law in its employment policies. APFA will provide reasonable accommodations for qualified individuals with disabilities.