

JOB DESCRIPTION

Organization: A Chance To Grow

Job Title: Development Director

FT Equivalent: 1.0

Immediate Supervisor: Executive Director

Salary: DOQ

Organization Summary

A Chance To Grow is nationally-recognized for our innovative, individualized and comprehensive brain-centered therapeutic programs and services that help children and adults reach their highest potential.

We promote the maximum development of the whole child and adult through a holistic approach. Our dedicated and highly-trained specialists provide speech pathology, occupational therapy, traditional and developmental vision interventions, auditory therapy, neurotechnology, and elementary and early childhood education activities. Programs and services help people all along the continuum of developmental and learning difficulties, from severe to minimal.

A Chance To Grow is a patient- and family-driven organization seeking a talented Development Director that shares our deep commitment to our mission, and someone who can help individuals and organizations accomplish their philanthropic goals and ambitions through a relationship with our organization.

Primary Duties

A Chance To Grow is currently seeking a dynamic, independent, and self-directed Development Director to create and advance strategic and sustainable development practices that allow us to achieve our mission and maximize our impact in the community.

The position is an opportunity for a development professional to make a significant impact by actively managing the stewardship and solicitation of major donors, individual donors, foundations and corporations.

The successful candidate will be responsible for creating a development plan, leading and implementing fundraising campaigns, communicating with current and prospective donors and funders, and building a culture of philanthropy in our organization.

If you have a strong background in nonprofit fundraising and are an enthusiastic leader able to open doors to new donor and funder relationships, we encourage you to apply.

Responsibilities

- Creating, implementing, and evaluating the effectiveness of a comprehensive development plan for identifying, qualifying, cultivating, soliciting and stewarding potential donors and funders.
- Helping donors – individuals, community groups, corporations, foundations and special events participants – connect their personal missions with A Chance To Grow in inspiring and creative ways through face-to-face engagement.
- Identifying and building relationships with new and prospective donors, maintaining long-term relationships with existing donors, and generating new ideas that increase revenue and donor loyalty
- Building a strategy and managing the system and software for cultivating donors and prospects, tracking donations, thanking donors, and soliciting contributions, etc.
- Identifying and building relationships with foundations and corporations, including identifying prospects and managing a grants calendar.
- Framing, enhancing, directing, and supporting the writing, tracking and reporting of grant proposals and letters of inquiry.
- Planning, executing, and evaluating special event fundraising efforts, including setting/directing financial goals and staffing for all special events to maximize support, and also exploring new, innovative, and/or better fundraising opportunities.
- Working in conjunction with our Marketing Specialist to create greater awareness of A Chance To Grow and inspiring support for our mission.

- Planning and directing the development of printed and electronic donor and funder communications, as well as supporting the use of social media to enhance A Chance To Grow's digital presence.
- Reporting on program progress to senior management and the board; communicating fundraising goals and progress throughout the organization and equipping staff to support these goals in order to build and cultivate a culture of philanthropy.
- Overseeing the development budget, allocating resources, and monitoring expenses accordingly.
- Recruiting, training, and supporting key volunteers, as appropriate, to assist in advancement efforts.

Required Qualifications:

- A passion for providing resources to children and adults with developmental and learning difficulties to improve their quality of life
- A track record of successful nonprofit fundraising
- Excellent verbal and written communication skills, with the ability to motivate audiences to act
- Strong organizational and analytical skills
- Approachable, responsible, respectful and self-motivated
- Computer skills including spreadsheets, databases, social media and other relevant programs
- Experience with donor database software and wealth screening tools
- Bachelor's degree or equivalent experience
- Minimum 5 years of fund-raising experience, with increasing levels of responsibility

Desired Qualification:

- Interest in learning the unique aspects of what we do and developing/growing an aptitude for the technical aspects of our work
- Experience with a variety of fundraising tactics such as sponsorship, crowdsourcing, events, estate planning, etc.
- Entrepreneurial spirit
- Experience in education and/or health-related organizations a plus

To apply, please send a cover letter, resume, salary requirements, and two references to gail@accessphilanthropy.com.