

Director of Development  
Champions for Children

**SUMMARY:**

Champions for Children is seeking an experienced fundraising strategist and practitioner to be our next **Director of Development**. In this role, you will have the opportunity to build on a solid fundraising foundation via a two-pronged strategy focused on (1) acquiring new donors at any level and (2) strengthening relationships donors who have the long-term ability to make significant gifts of \$10k+. You will work hand-in-glove with agency administrative, program, and Board Leadership, as well as our marketing team to continue to grow a culture of philanthropy both within and around our organization. This role reports to the Chief Executive Officer. This is the perfect opportunity for a strategic and relationship-driven fundraiser with a passion for child and family well-being to help a well-established organization take its development efforts to the next level.

Classification: Full-time exempt. Salary range: 65,000.00 to 70,000.00 depending on experience

**IN THIS ROLE, YOU WILL...**

- Direct all efforts to raise private philanthropic revenue annually, including but not limited to annual giving, major giving, planned giving, special events, grant writing, corporate partnerships, and other strategies (Current Goal: \$1.5mm w/ growth expected).
- Develop and grow mutually rewarding one-on-one relationships with a portfolio of individual and corporate donors who have the ability to give \$1k+ in the immediate term and the potential to give \$10k+ within 1-3 years.
- Work closely with Marketing & Communications team to create messaging, materials, and media that resonate with Champions' donor base and help generate new support from the broader public and other key audiences.
- Collaborate with the Board of Directors including Board Leadership, Development and Communications Council, and various task forces to increase Board engagement in fundraising and achieve specific mutually determined fundraising goals.
- Oversee two signature special events annually to grow individual and corporate support, and new community partnerships.
- Take the lead on a wide variety of grant proposals and reports, while playing the role of "orchestra leader" to facilitate members of Program and Executive Leadership to complete their tasks and create a compelling final product.
- Provide support and guidance for the CEO in their role as a primary fundraiser and the "face" of the agency, including helping to prepare for donor meetings,

developing remarks for donor functions, and staying up-to-date with current giving opportunities.

- Directly supervise the Development Associate and the Manager of Community Initiatives & Partnerships, providing guidance, feedback, and professional opportunities to grow their capacity for short-term success as well as throughout their career.
- Guide and support the Community Initiatives & Partnerships department, which oversees volunteerism, supply drives, the Community Council (an affinity group), and various projects that involve collaboration with corporate and nonprofit partners.
- Work closely with Program Leadership and Finance colleagues to promote strong alignment of fundraising activities with programmatic goals and financial needs.
- Create financial progress reports for the Board and CEO, and ensures consistency of records with the accounting department.
- Performs other related duties as assigned, including participation on appropriate agency, project and community planning teams.

### **THE IDEAL CANDIDATE IS SOMEONE WHO...**

- Is passionate about our mission to prevent child abuse and neglect, and excels at sharing that passion with others.
- Has 7-10 years of progressive experience successfully fundraising in a nonprofit organization, including regularly cultivating, securing, and stewarding major gifts (defined as \$10k+).
- Values long-term sustainability in the creation and implementation of fundraising strategy.
- Thoroughly understands all components of a diversified fundraising approach, and enjoys thinking analytically about the successes or failures of past strategies in order to inform future tactics; experience w/ capital campaigns is a plus.
- Works comfortably and confidently with diverse stakeholders including organizational senior staff and Board leadership, high-net worth individuals, senior level corporate executives, and program staff.
- Possesses at least a basic understanding of marketing principles, technologies, and strategies in a nonprofit context.
- Expertly strikes the delicate balance between professional and emotionally persuasive communications.
- Knows how to use Raiser's Edge or other CRM software, as well as Microsoft and Adobe Suite applications.
- Holds a CFRE or advanced degree in related field such as Nonprofit Management or Business Administration. (Bachelor's degree in any field required).
- Is a "people person" with an energetic, "can do" attitude, flexibility, teamwork, attention to detail, and a high degree of initiative.

## **GENERAL REQUIREMENTS:**

- Ability to walk, stand, climb stairs, kneel, bend, reach, and manipulate objects; move materials up to 10 pounds on a regular basis; infrequently require moving materials weighing up to 20 pounds.
- Must be sensitive to the cultural and socioeconomic characteristics of the population that Champions for Children serves.
- Some local travel required. Must have a reliable car, active auto insurance, and valid Florida driver's license.
- Successfully complete a Level 2 criminal background check, motor vehicle records check and drug screening.

Drug free workplace/EOE/E-Verify/Smoke-free workplace

To apply, [visit the job description.](#)

For inquiries, contact Jonathan Goodman at [jgoodman@cfctb.org](mailto:jgoodman@cfctb.org).