



Deliver the Dream - Fundraising/Development Director

The Fundraising/Development Director is the primary fundraising/development position at Deliver the Dream.

POSITION SUMMARY:

The Development Director will perform the necessary research, planning, outreach, follow up, and donor development to ensure an adequate level of dollars to support Deliver the Dream's mission. The Development Director is responsible for implementation and management of the Deliver the Dream Fund Development Plan, sponsorships, public representation, and new fundraising campaigns targeting donors throughout Florida and beyond. Success will be measured, in part, by revenue generated and ability to achieve goals.

The Director works closely with the Executive Director, Event Manager and the Board of Directors in all fundraising endeavors.

QUALIFICATIONS:

- Minimum five years of proven fund development experience with donor research & management; special events; planned giving; proposal development; individual corporate & foundation solicitation and related efforts.
- Must embrace the mission of Deliver the Dream.
- Strong interpersonal and writing skills.
- Have knowledge and experience in fundraising/friend making techniques.
- Possess the skills to work with and motivate others to support the Deliver the Dream program.
- Excellent verbal and written communications and highly developed interpersonal skills.
- Experience in managing multiple projects (budgets, actions, timetables)
- Have the desire to work outside of the office to build new external relationships.
- Be a "self-starter" and goal driven to initiate new fundraising calls.
- Be organized and exhibit "follow through" on tasks and goals.
- Display a positive attitude; demonstrate presence, self-confidence, common sense and good listening ability.
- A bachelor's degree.

ACTUAL JOB RESPONSIBILITIES:

1. Cultivate meetings with prospective sponsors, donors, and supporters on a continual basis to establish effective communications with them.
2. With the Executive Director, grow a retreat underwriting program including identification, cultivation and solicitation of major donors.
3. Oversee, in partnership with the Events Manager, any annual fund programs, including mailings and annual fundraising drives.

4. Work in tandem with the Events Manager to lead sponsorship cultivation/procurement drives specific to Deliver the Dream's core events.
5. Oversee new donor prospect research.
6. Make public appearances/accept speaking engagements to share information about Deliver the Dream with the community.
7. Supervise Grants Manager and collaborate with Events Manager.
8. Demonstrate professional conduct at all times.
9. Perform other related duties as requested.

SALARY/BENEFITS:

Competitive/commensurate with experience and other qualifications.

You should be an independent self-starter who is passionate about cultivating new relationships, has supervisory experience, excellent verbal/written communications and highly developed interpersonal skills. The perfect candidate will have a genuine desire to be part of a team dedicated to making a difference for families in need!

Email cover letter, resume, and salary history to:

Executive Director at contact@deliverthedream.org

No phone calls accepted.

Deliver the Dream is an Equal Opportunity Employer and prohibits discrimination with respect to the hiring or promotion of individuals, conditions of employment, disciplinary and discharge practices or any other aspect of employment on the basis of sex, race, color, age, national origin, religion, disability, marital status, sexual orientation, pregnancy or veteran status.

About Strategic Philanthropy:

Strategic Philanthropy, Inc. a south Florida based company, was founded on the belief that effective corporate giving can be so much more than simply writing a check to charities and nonprofits who ask for your help or involvement. It is our belief that when a company aligns its charitable giving with a strategic approach and measurable outcomes, the power of giving enhances a company's brand, image and strengthens the relationships and partnerships within the community.

In short, Strategic Philanthropy gets hired by companies to give away their money to nonprofits that meet a company's business goals and objectives. As you can imagine, we have many relationships with the nonprofits in our community. We value all of the programs and services they have to offer and work with them to help promote positions that are available within their organization so that they may find the best talent possible.

For future job postings, follow us on:

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