

Journey to Dream - Director of Development

Founded in 2004, Journey to Dream's mission is to embrace, equip and empower youth to overcome adversity and live purposeful lives. We do this through school, community and faith-based programs. In 2016, Journey to Dream will open Kyle's Place, an emergency shelter for homeless youth.

Budget: \$800,000 to \$1M

Website: www.journeytodream.com

Job Description: In a non-profit organization, the director of development (or development director) is responsible for ensuring the organization has the funding necessary to operate. This means the director of development creates and implements a fundraising plan detailing how the organization can obtain financial support; often, the plan identifies sources such as individual investors, grants, charitable events, marketing opportunities, and corporate investors. The fundraising plan also contains strategies to successfully build a large donor base and ensure effective fundraising. The director of development then reports this plan to senior leadership and the board of directors.

Responsibilities:

- Develop annual fundraising plan, including short and long term goals to achieve budget and strategic objectives
- Represent organization, including speaking and visibility events, as development director
- Handle all aspects of donor relations, including prospecting, soliciting and maintaining financial support from individuals, foundations, and corporations
- Oversee annual fundraising events, as well as establish new charity event opportunities within community
- Identify and build relationships with local faith community and churches for mission opportunities
- Write and execute all press releases for events and other public relation strategies
- Recruit and manage volunteers for fundraising and donor appreciation opportunities

Education:

- Bachelor's degree in business or related field

Qualifications:

- 3 - 5 years nonprofit development or management experience
- Proven track record of achieving revenue targets and/or quota
- Experience working with senior level executives (C-level/VP)
- High energy, "can-do" attitude, flexible, able to self-manage, organized, attention to detail; high degree of initiative
- Strong verbal communications skills and demonstrated ability to write clearly and persuasively
- Demonstrated ability to prospect, cultivate, and manage new accounts
- Strong partnership-building and event planning skills
- Good understanding of diversified funding base, capital campaign experience a plus
- Available to work weekends and/or evenings, as needed
- Technical skills: Microsoft Word, Excel, PowerPoint, ETapestry, Adobe.

Salary / Benefits:

- Salary range \$45,000 to \$57,000. Commensurate with experience. Medical/dental benefit package.

Apply: Please email cover letter and resume to kim@journeytodream.com.