

Director of Development



DESCRIPTION

Hope for Haiti's Children (HFHC) is seeking a Director of Development to serve as the primary architect and leader of HFHC's development programs. Programs will include goals, strategies, and timetables for annual fundraising, including online and in-person events. Programs should include a complementary focus on building key relationships with individuals, churches, corporations, and foundations. The position reports to the President. The position will work closely with HFHC's Executive Team in major gifts, fundraising events and grant efforts. The candidate must have a strong commitment to missions and share the beliefs expressed in HFHC's [Statement of Faith](#) and must be an active member of a local congregation.

JOB DUTIES

- Develops and implements short and long-term development plans to meet established goals and objectives. This includes, but is not limited to, defining stewardship and prospecting tactics, cultivation events and appeals, developing new approaches to grow HFHC's donor base, and assisting Executive Team with strategic initiatives for securing major gifts, including corporate and foundation grants.
- Responsible for implementation of HFHC's strategic plan for development – working with the President and Executive Team to identify and prioritize efforts and meet financial goals.
- Provides daily management of the Development Team, including volunteer Ambassadors and Board members. Establishes annual goals, provides regular reviews and appropriate recognition of team members.
- Works collaboratively with the Executive Team and Marketing Director to appropriately position development opportunities and integrate marketing messages in publications, grant submissions, reports, and collateral materials for cultivating and stewarding donors.
- Manages prospect research and cultivation initiatives with a special emphasis on pursuing strategies to secure or increase giving from donors. This includes leading periodic prospective donor trips to Haiti, when travel is safe.
- Attends HFHC events and activities and fosters pride and excitement for fundraising efforts.

SKILLS REQUIRED

- A collaborative, decisive, motivating and engaging communication style.
- Proven track record of fundraising success, particularly by managing successful non-profit development/marketing campaigns.
- 3+ years of increasing responsibility in non-profit development.
- Excellent managerial skills including at least 1 year of experience successfully managing staff and/or project teams.

- Appreciation and understanding of HFHC's mission with the desire and capability to articulate its values and vision internally and externally.
- Ability to balance multiple priorities in a complex environment.
- Excellent knowledge of non-profit development/marketing best practices, tools and technology, e-mail, and online campaigns.
- Commitment to excellence.
- Bachelor's degree required.
- Certified Fundraising Executive (CFRE) and/or Certified Development Executive (CDE) certification is preferred.

APPLY ONLINE AT:

www.HopeForHaitisChildren.org/who-we-are/careers/