



Fellowship Square

We are looking for an amazing people-person who thrives on teamwork, communication and results you can measure!

Come work for an exciting non-profit that is serving the community and making a difference in people's lives! We offer a challenging and fulfilling career opportunity that values the unique combination of creativity, outcome evaluation and compassion for others. If your professional passion includes strategic development and execution in the areas of fundraising, marketing, communications and public relations, you have found your match! Join our team and help us improve the lives of older adults who struggle to make ends meet.

Title: Director of Fundraising

Job Type: Full-time

Salary Range: \$100,000-\$110,000 annually, based on experience and qualifications

Position in a Nutshell

The Director of Fundraising serves as the chief fundraiser, communicator, marketer and all-around people person for the organization. Success will be measured by dollars raised, connections made and overall engagement and support of the organization. The person in this position must love outreach and meeting new people; must enjoy spending time with those who financially support the organization; and must have proven strategies to grow fundraising results and brand awareness.

Travel: regular local travel for meetings and events

Direct Report: Communications & Development Coordinator; interns as applicable

BENEFITS & CULTURE

We love working for an organization that values the dedication and commitment of each individual employee. We encourage, lead and appreciate one another. We are given every opportunity to learn, grow and strengthen the team to deliver established goals and objectives. We love new ideas, having fun and happy hours. We are given latitude to chart our own professional destiny. We are a people-centric organization and like the work that we do.

We receive company paid health insurance (dental and vision coverage too!).

We have a 403(b) retirement plan with 100% employer match up to 6% after two years of employment (wow!).

The work environment is flexible! Temporary hybrid work policy which includes work from home option with minimum days in the office per week and/or month

We have generous PTO/Personal Days/Federal Holidays/Office Closures and Surprise Days off!

And much much more!!

More Specifics About What You Will Do

- Develop fundraising campaigns and strategies that align with organization's strategic initiatives; obtain grants, donations, sponsorships and other financial support from a variety of sources including businesses, individuals, foundations, government, houses of worship, organizations and others.
- Oversee the creation of effective communications and marketing strategies that support the achievement of organizational goals
- Develop an annual public relations campaign that supports fundraising campaigns, advocacy activities and builds brand awareness
- Collaborate with Board, senior leaders and other staff to determine appropriate marketing, communications, public relations and fundraising opportunities to support initiatives
- Lead and collaborate with cross functional teams to devise strategies that achieve various dept and organizational goals.
- Showcase creative, thoughtful and successful campaigns that deliver results in strategic areas of the organization
- Provide leadership, planning support and execution of events and opportunities to grow fundraising, donor base and visibility of the organization.
- Secure and manage quality consultants, vendors and contractors that provide professional expertise in support of organizational goals; provide leadership and oversight of graphic designers, printers, grant writers and others.
- Prepare and manage annual Fundraising Dept budget; utilize creative thinking, test new ideas to show continuous improvement in key areas; deliver a thoughtful, realistic and concise annual budget and executive summary.

What We Need From You (minimum requirements to get in the door):

- Bachelor's degree
- 10 years progressive fundraising, marketing, business development, and/or sales experience
- Five years managerial experience
- Previous non-profit experience
- Demonstrated leadership and fundraising success

- Strong proficiency with Microsoft Office Suite to showcase well-written reports, and professional slide presentations.
- Strong marketing and negotiation skills
- Superb communication style in both written and verbal formats, free of errors, typos and “ums”
- Confident professional with strong work ethic
- Current knowledge of fundraising trends
- Strong proficiency with social media platforms, DonorPerfect or other donor database, Constant Contact or other email marketing platform, WordPress or other backend website tool

To Apply: Send a cover letter and resume (two pages max!) to dcacciotti@engagehrnow.com and explain how your skills and experience will help achieve results that align with our mission and vision. Be specific, thoughtful and creative so we know you read the job ad and are truly interested in meeting us. Thank you for your time and interest in working at Fellowship Square!