



Area Development Directors

United Negro College Fund

(Hybrid Position - One Day Remote per Week)

[The Moran Company](#) is pleased to partner with the **United Negro College Fund (UNCF)** to conduct a search for Area Development Directors for five of the organization's local offices – Ft. Lauderdale, Los Angeles, New York, Philadelphia and San Francisco.

[UNCF](#) is a philanthropic organization funding scholarships for students and general scholarship funds for 37 private historically Black colleges and universities (HBCUs). UNCF was founded in 1944 and has been guided for more than 80 years by the principle, “A mind is a terrible thing to waste”.

Headquartered in Washington, D.C., the work of the UNCF is supported by local offices throughout the North, South, Midwest, and the Far West of the U.S. The Area Development Director (ADD) serves as an ambassador for UNCF in each local office, responsible for engaging donors and leveraging critical relationships to ensure revenue goals are achieved.

This position requires a bachelor’s degree from a four-year college or university, at minimum, plus 7 or more years’ experience in fundraising, marketing or public relations. Qualified candidates will be highly skilled fundraisers with knowledge of major fundraising strategies, capital campaigns, signature events and annual giving drives.

The salary range for the ADD in the following local offices is as follows:

Fort Lauderdale: \$84,900 to \$90,000

Los Angeles: \$104,000 to \$130,700

New York: \$104,000 to \$124,800

Philadelphia: \$96,000 to \$104,000

San Francisco: \$104,000 to \$135,000

UNCF offers medical, dental vision and life insurance. The organization contributes to a 403(b) retirement account, along with vacation, sick and personal leave.

The search for the UNCF Area Development Directors for five local offices – Fort Lauderdale, Los Angeles, New York, Philadelphia and San Francisco – is being conducted by The Moran Company. Submit a cover letter that indicates the UNCF local office for which you wish to apply, along with your resume, to Sheryl Sereda, The Moran Company, through our secure online portal. The resume should be chronological and include all professional education and experience, dates of employment (month and year), position/title, and organization names.

[APPLY NOW](#)