

Director of Development

Dubuque, IA area

Non-profit | Direct Hire

Seeking a relationship-driven philanthropic leader to leave the **Development Department for a local Dubuque area non-profit**. The Director of Development provides strategic direction for fund development, donor engagement, and asset growth—while building a culture of philanthropy across the team and community. This is a highly visible, externally facing role with meaningful impact and will be leading a team of qualified professionals.

What you'll do (in a snap-shot)

Strategic leadership

- Set annual and long-term goals for fundraising, donor engagement, and asset growth
- Lead, mentor, and manage a high-performing Development team, including an affiliate team
- Drive growth of the asset base to support grantmaking goals
- Communicate the philanthropic value proposition to current and prospective donors

Donor stewardship & events

- Design and lead a donor-centered stewardship strategy providing concierge-level service
- Oversee an integrated calendar of donor recognition, cultivation, and community events
- Build and manage partnerships with wealth advisors and estate planning professionals
- Champion philanthropic recognition efforts, including nominating community leaders for awards

Planned giving & advisor programs

- Lead a planned giving program tied to the Transfer of Wealth study
- Stay current on trends through AFP, AdNet, and other professional organizations

Community & board engagement

- Serve as the Development Department's liaison to the Board of Directors
- Represent the organization at community, regional, and statewide events
- Maintain an active, visible presence in the Dubuque community

What we're looking for

- Bachelor's degree preferred
- Demonstrated success in fundraising, fund development, donor relations, or sales—including planned giving
- Supervisory experience with a track record of developing high-performing teams
- Strategic thinker with the ability to design and execute philanthropic programs at scale
- Excellent written and verbal communication skills
- Comfortable thriving in a small-office, team-oriented environment
- Proficiency in Microsoft Office and relevant industry software
- Flexibility for occasional evenings, weekends, and travel

APPLY TODAY

If you're passionate about connecting people to causes that matter and building lasting philanthropic impact in your community, we want to hear from you. Send your professional resume to: Amanda@careerpros.com