

Director of Development

Nonprofit – Frederick County, Maryland

Are you an experienced fundraising professional? Do you bring a sales personality and strengths in building community partnerships? This may be your ideal opportunity to put those skills into action.

The Boys & Girls Club of Frederick County is seeking a Director of Development to support the growing program initiatives that support our local youth. BGCFC is an established chartered member of Boys & Girls Club of America which brings a tremendous history of making a difference in children's lives all across America and right here in Frederick County!

As Director of Development you will work collaboratively with a Board of Directors and the CEO to provide leadership and direction for the effective operation of all development activities. You will secure resources for standard operations and pursue additional funding opportunities to promote local programs. As the organizational voice, you will foster community relationships with key stakeholders to secure individual, community and corporate contributions.

Your responsibilities:

- Develop long-term donor relationships and perform appropriate "asks"
- Maintain, research and analyze existing donor base then make recommendations for strategic development
- Prepare and present approved proposals
- Grant management and cultivation
- Have an active role in budget planning, monitoring and controls
- Oversee logistics for special events, marketing campaigns and collateral materials
- Design and implement direct mail and social media outreach, manage public relations
- Support fund raising projects and initiatives such as endowments, major gifts and planned giving
- Recruit, train and support Board members and committee initiatives

The ideal candidate will possess:

- Bachelor's Degree
- 3+ years of nonprofit fundraising or sales and marketing experience (Youth Development program experience preferred)
- Working knowledge of fundraising techniques and sources for nonprofit organizations
- Excellent community networking skills and experience
- Proficiency with a donor database platform
- Ability to collaborate with and motivate Board members, volunteers and peers

Salary range of \$50K - \$57K and includes a competitive benefits package.

Your cover letter, resume and salary requirements should be sent to:

bgcdevelopmentdirector@gmail.com

No phone calls to the local office please.

APPLICATION DEADLINE: August 24, 2018