

Want a job where you know your efforts will have an everlasting impact on peoples' lives? Do you desire a career where you know your efforts will directly alter the community in a positive way with a clear and visible impact?

The Community Foundation of Frederick County is seeking a dynamic fundraising and development professional to acquire resources in support of local community impact grants and student scholarships that serve the Frederick County, MD community. As Director of Philanthropic Services, you will collaborate with key leaderships to provide direction for the continued growth of all development and fundraising activities. As an organizational envoy, you will illustrate the mission and cultivate community relationships to secure gifts from individuals, the community, and corporations.

Duties will include:

- Create, implement, and manage a strategic fundraising and development plan
- Cultivate gifts of \$25,000 and more from individuals, families, businesses, and other nonprofits through personalized solicitations
- Be the philanthropic giving voice of the organization at local events, service club meetings, and annual meetings
- Network with local community partners to cultivate long-term giving opportunities
- Develop long-term donor relationships and routinely perform thoughtful "asks"
- Maintain, research, and analyze existing trends to ensure a progressive momentum
- Serve as staff liaison in related organizations and committees
- Manage outreach tools to include, digital, print, and social media
- Oversee donor data to ensure the input of information and thank you's are both accurate and timely

The ideal candidate will possess:

- Five or more years of nonprofit fundraising at Director level
- Solid experience of ascertaining major gifts
- Experience with planned and legacy gifts highly preferred
- Excellent community networking skills
- Dynamic sales ability tempered with compassion and empathy
- Experience with a donor database or CRM platform
- Ability to collaborate with and motivate Board members, volunteers, and peers
- Bachelor's degree or equivalent experience (CFRE is a plus)

This opportunity offers you:

- Salary range of \$120-\$160,000 annually
- A competitive benefits package to include, health, life and disability insurances, vacation/holiday pay and a 401k retirement plan with match
- A secure, rewarding career that gives back to the community
- Opportunity to work with a highly regarded nonprofit and excellent team of staff, volunteers and trustees

TO APPLY: Send your résumé and cover letter to melissa.myers@manpower.com. ***Do not contact*** the Community Foundation as all inquiries are to be made through Manpower.