



### *Development Director*

Los Padres Council, Boy Scout of America is currently seeking a Development Director to oversee our donor relations program and manage our fundraising initiatives. The successful candidate will be responsible for developing our non-profit's fundraising campaigns, communicating with current and prospective donors, and building a stronger development team within our organization. This position involves managing individual and corporate gifts as well as planned and annual giving campaigns. If you have a strong background in non-profit fundraising and development, we encourage you to apply.

Boy Scout Professional Scouters are a diverse group of men and women sharing a dynamic career offering independence, achievement, and stability. This is work that makes a difference, work that calls one to continual learning and challenge, work that offers solid compensation, benefits and advancement. Los Padres Council has been serving youth in Santa Barbara and San Luis Obispo Counties since 1919 with diverse and engaging programs.

#### Responsibilities of the position

- Develop and oversee our annual fundraising program
- Identify prospective individual and corporate donors and develop strategies to cultivate those relationships
- Maintain ongoing communications with private and corporate donors
- Research donor relation programs at local, state and federal institutions
- Ensure timely and accurate report deliveries to funders and staff
- Management and planning of fundraising events and donor receptions
- Develop print marketing collateral related to fundraising in collaboration with our advertising department
- Maintain financial records of the Council in accordance with GAAP and BSA policies

#### Requirements

- Bachelor's degree from an accredited college or university (transcript with the date degree conferred stated is required for employment)
- Attained 21 years of age or older unless prohibited by any applicable law
- Ability to work varied hours when necessary, evening activities and weekend work is frequently required to achieve positive objectives
- Ability to travel within council boundaries for meetings weekly
- Ability to travel for training for up to one week
- A Scouting background is helpful but not required for employment

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- Offers for employment are subject to criminal, reference and motor vehicle background checks
- Working knowledge of Microsoft platform
- Foundation relationship and grant writing experience needed
- Self-motivated individual with solid time management skills and strong organizational skills in management, budgeting, and planning

Desired Skills:

- Strong marketing and fund-raising background is highly desired
- Must be comfortable with public speaking and interacting with diverse audiences. Excellent people skills, enthusiastic, punctual, responsible and creative
- Committed to personal and professional productivity, while maintaining high ethical and professional working standards
- Familiarity with Blackbaud/CRM and Peoplesoft or willingness to learn
- Excellent written, interpersonal and verbal communication skills
- Experience with online giving platforms
- Fluent in both English and Spanish

