

Job Title: Development Director

Position Overview:

The Development Director is responsible for leading all fundraising and development efforts for Home for Healing. This role focuses on securing financial support, cultivating relationships with donors and sponsors, and planning and executing all organizational events to ensure successful fundraising outcomes. The Development Director works closely with the Executive Director to meet both short- and long-term organizational financial goals.

Key Responsibilities:

1. Fundraising & Donor Relations

- Develop and implement comprehensive fundraising strategies to meet revenue goals.
- Identify, cultivate, and steward major donors, sponsors, and partners.
- Actively solicit donations and sponsorships from individuals, businesses, and foundations.
- Maintain and expand donor database using NEON to track potential, past, and current donors.
- Coordinate annual fundraising campaigns, including Giving Tuesday, Year-End campaigns, and special appeals.
- Create compelling fundraising materials and communications to engage donors and sponsors.

2. Event Planning & Management

- Plan, organize, and execute all fundraising events, including galas, benefit events, and community gatherings.
- Form and lead event committees, assign responsibilities, and ensure timelines are met.
- Secure event sponsorships and ensure all sponsor benefits are delivered.
- Oversee event logistics, budgets, marketing, and on-site execution to maximize fundraising outcomes.
- Develop and maintain event platforms to create seamless giving experiences for attendees and donors.

- Analyze event performance and provide recommendations for future improvements.

3. Community & Partnership Engagement (Supporting Fundraising Goals)

- Identify and secure speaking opportunities to promote the organization and its initiatives.
- Build relationships with local businesses, organizations, and community leaders to support fundraising efforts and event participation.
- Cultivate sponsorships and in-kind donations aligned with event and organizational needs.

4. Marketing & Communications (Supporting Fundraising and Events)

- Collaborate on marketing and communications strategies to promote fundraising events and initiatives.
- Create messaging, invitations, and promotional materials that drive donor engagement and attendance.

5. Financial Oversight (Event & Fundraising Focused)

- Work closely with finance staff to set fundraising targets and manage event budgets.
- Ensure all fundraising activities and events contribute to meeting organizational revenue goals.

Qualifications:

- Bachelor's degree in nonprofit management, communications, business, marketing, or related field (or equivalent experience).
- Minimum 5 years of experience in nonprofit fundraising, development, or event management.
- Proven success in securing major gifts, sponsorships, and organizing large-scale fundraising events.
- Strong relationship-building and networking skills with donors, sponsors, and community partners.
- Excellent written and verbal communication skills; ability to create compelling fundraising materials.
- Proficiency with donor management systems (experience with NEON preferred) and Microsoft Office Suite.

- Strong organizational, project management, and leadership skills with attention to detail and deadlines.
- Ability to work independently, prioritize multiple projects, and thrive in a fast-paced, mission-driven environment.