



## Position: Director of Development

\*If interested, please email resume and cover letter to [kimberly@sdscf.org](mailto:kimberly@sdscf.org).

### Summary:

The San Diego Seniors Community Foundation is looking for a director of development to join its small but mighty team of five people. We are approaching one of the largest demographic shifts in U.S. history. By the year 2030, San Diego will have nearly 1 million residents over the age of 60, a 130% increase since 2000. SDSCF is interested in hiring an experienced candidate who can work on a part-time hourly basis, with the potential to grow into full-time as funding increases—a self-starter who desires a flexible schedule, autonomy in the workplace, and the feeling of satisfaction that comes with helping others. Currently, less than 2% of all private philanthropic dollars go toward seniors. We believe there is a tremendous opportunity for improvement here, and our new director of development will lead the charge.

### Role:

Under the direction of President and CEO Bob Kelly, the director of development will be responsible for securing major and principal gifts for priorities identified by SDSCF. This includes donor-advised funds, estate gifts and more. Special emphasis will be placed on creating and implementing effective goals, strategies and activities to secure principal and major gifts for SDSCF, and in building strategic relationships with potential donors and corporations. The director of development will manage an individual portfolio of major and principal gift prospects and provide collaborative leadership in strategizing and facilitating opportunities for major and principal gift fundraising among the SDSCF team.

### Qualifications:

- Demonstrated success at raising funds by developing and implementing cultivation and solicitation plans for gifts of \$100,000+ from individuals, corporations, and foundations, both local and national
- Proven record of writing proposals for significant projects and gifts directed to individuals, foundations and corporations, both local and national
- Demonstrated strong organizational, managerial/mentoring and leadership skills with ability to lead by example and encourage collaborative efforts
- Proven success as development officer in a highly sophisticated, donor-centered fundraising environment as a direct-line fundraiser
- Proven experience in the full spectrum of development including gift policies, solicitations, stewardship, donor recognition, and administration

- Expert working knowledge of all aspects of fundraising, donor relations, and public relations concepts, principles, procedures, and techniques

**Salary:** Hourly rate commensurate with experience

**Work Schedule:** Weekdays, flexible hours

**About SDSCF:**

The San Diego Seniors Community Foundation is a not-for-profit 501(c)(3) working to ensure every local senior has someone they can turn to and trust. We believe all seniors deserve access to the resources to thrive, and envision a world where the senior population of San Diego is nurtured into a healthy, dynamic way of life; where they are socially connected, physically active, and a vital element of our community; where they are no longer vulnerable, but vibrant.