Founded in 1945, the San Diego County Taxpayers Association seeks a full-time Sales and Fundraising Director to join our team. This year is the Association’s 75th Anniversary, so there will be many opportunities to engage the community and develop commitments to the mission of the Association!

This position will report directly to the President & CEO and will manage independent sales contractors and others that support the Association’s events and marketing.

This position requires sales or fundraising experience, strategic thinking, independent judgment and decision making, and the flexibility and agility to juggle multiple competing projects and priorities at any one time, while meeting tight deadlines. Excellent organization, immaculate attention to detail, and written and public interaction skills are required. Occasional nights and weekends may be necessary.

The ideal candidate is an individual with demonstrated success in business-to-business and direct-to-consumer sales and/or major gift fundraising, interested in stepping into managerial responsibilities by building a sales team, and excited about the challenge of having full P&L responsibility. The ideal candidate is the type of person who takes on a team’s mission as his or her own and actively seeks challenges and new opportunities.

Position Responsibilities

- Maximizing fundraising and sales revenues through quality connections and commitments to the mission of the Association, especially with the 75th Anniversary of the Association.
- Interfacing and developing relationships and closing sales with constituents for the Association’s and the affiliated educational foundation’s products and services: membership, event sponsorships, seats in online and hybrid educational courses, podcast advertisements, “Certified by Taxpayers” corporate certifications, independent fiscal studies, etc.
- Preparing the President & CEO, Association Officers, other staff, and members for speaking engagements, meetings with constituents, and other events/meetings that fill the sales and fundraising funnels and also close sales or major gifts.
- Innovating and executing new means of engaging the public with the Association mission and broadening reach to fill the sales and fundraising funnels.
- As revenues grow, hiring and training any future employees or independently contracted sales representatives who would work on commission basis.
- Managing employees and contractors who perform work that supports sales and fundraising: marketing, events, etc.
- Attending and staffing events on behalf of the Association
• Maintaining an awareness of relevant public policy decisions throughout San Diego County and actively seeking constituents for the Association to engage
• Developing positive working relationships with nonprofit and business organizations, elected officials and staff, public agency staff, business executives, and other community leaders and stakeholders
• Developing and implementing strategic rollouts for Association and educational foundation programs and initiatives
• Cultivating increased commitment by stewarding members, customers, and donors
• Performing other duties as assigned

Requirements
• Strong interest and curiosity in public policy and discussion in San Diego County
• Sales and/or fundraising background
• Strong oral and written communication abilities, team-oriented mindset, and creative problem solver
• Ability to work and to manage others in a very fast paced, high stress work environment
• Ability to plan and manage projects and ability to make strategically aligned decisions quickly
• Proven relationship building and stakeholder management skills
• Not afraid to make mistakes, but quick to learn from mistakes
• Immaculate attention to detail

Additional Qualifications
• Marketing experience
• Relevant coursework in business. Having an MBA would be excellent but not required.
• Experience with various social media platforms including Instagram, Facebook, LinkedIn, etc.

Benefits include:
• Compensation to be a combination of base salary between $55,000 - $75,000 based on experience and commission of up to $25,000 - $45,000 based on performance.
• Paid health and dental insurance plans for employee, as well as Paid Time Off, 401k matching program, and Gradifi program