



Job Title: **Director of Development**
Reports To: Chief Marketing & Development Officer
Location: Irvine, California
Salary: \$118,620.00 - \$145,530.00

We are Girl Scouts of Orange County! We are nearly 15,000 girls and 9,000 volunteers and adult members who believe in the power of every girl to change the world. We are champions of girl ambition, fueled by our unstoppable drive to provide every girl, regardless of age, background, or ability, the life-changing benefits Girl Scouts provides her to dream big and do bigger. Girls need the connectivity and sisterhood that Girl Scouts provides for self-expression, discovery, community, and inclusion – now more than ever. And with programs in every OC zip code, we offer every girl fun and inspiring experiences to practice a lifetime of leadership, adventure, and success. **Girl Scouts - building girls of courage, confidence, and character, who make the world a better place.**

Position Summary

The **Director of Development** is responsible for leading Girl Scouts of Orange County's comprehensive annual fundraising efforts, with an annual goal of \$1.5 million. This position oversees key revenue streams including fundraising events, annual campaigns, sponsorships, and donor engagement strategies. The Director supervises a cross-functional team, collaborates closely with the Chief Marketing and Development Officer (CMDO), and works across departments to ensure alignment with GSOC's mission and fundraising goals.

Essential Responsibilities/Activities:

- **Fundraising Leadership**
 - Lead the strategy and execution of fundraising campaigns and events to meet a \$1.5M annual goal.
 - Oversee donor pipeline development, stewardship plans, and sponsorship fulfillment.
 - Collaborate with Communications & Grant Writer to develop persuasive donor communications and proposals.
- **Team Management & Collaboration**
 - Supervise Development Specialist
 - Work closely with Marketing, Programs, and Finance to ensure donor engagement, data accuracy, and aligned messaging.
 - Provide high-level support to CEO and CMO/CDO in major donor relationship cultivation and solicitation.
- **Event & Campaign Oversight**
 - Oversee planning and execution of GSOC's signature fundraising events.
 - Ensure campaign goals, deadlines, and stewardship outcomes are achieved.
 - Analyze performance data and adjust strategies to improve results and ROI.
 - Other duties as assigned.

Qualifications

- Bachelor's degree or equivalent work experience.
- 5–7 years of progressive nonprofit fundraising experience, including events, annual giving, and donor relations.

- Proven ability to meet or exceed revenue goals.
- Strong leadership, communication, and project management skills.
- Experience with donor databases (Raiser's Edge NXT preferred).
- Licensed and insured California driver; must pass background screening including driving.
- Willingness to accept the beliefs and principles of the Girl Scout Movement and acceptance of the relevant and compelling benefits of Girl Scouting.
- Bilingual ability is a plus.

GSOC is proud to be an equal opportunity employer. GSOC is committed to a process of diversity, equity and inclusion.

Apply online at: <http://www.girlscoutsoc.org/en/gsoc/employment.html>

Scan to View our Job Board:

