

Open Position: Chief Development Officer

Be a Part of God's Work at Agape!



We are currently accepting resumes for the following position:

Chief Development Officer (CDO)

Agape is seeking a **Chief Development Officer (CDO)**. This position serves as the face and voice of Agape's branding, communication, and fundraising efforts. The Chief Development Officer is responsible for fundraising planning and implementation, grants management, and marketing and communication for the organization. The CDO is responsible for managing and providing support for employees within the Development and Marketing and Communications departments and members of the Board of Directors Development Committee, the fundraising task force, and other stakeholders engaged in fundraising for the organization. This role collaborates with the annual fundraising co-chairs and fundraising leadership council to develop, cultivate, and solicit lead donors and major donors. This role will collaborate with board members, the President/CEO, Chief Financial Officer, Chief Operating Officer, and members of the fundraising leadership council to create and continuously update a list of qualified prospective donors with a total potential giving of three times the organization's annual fundraising goal. The CDO will provide appropriate training for fundraising strategy to employees and board members.

Education & Experience Required:

Undergraduate Degree in Marketing, Communications, Business, Social Work or related field, or equivalent combination of education, training, and experience which provides the required knowledge, skills, and abilities for this position with at least 10 years of relevant professional experience in development, sales, or another related field, with at least 5 years of leadership experience. Nonprofit management experience is preferred. The ideal candidate must have demonstrated success leading in a development capacity, with the ability to engage a wide range of stakeholders while building relationships with multiple donor sources. Strong analytical and problem-solving skills are required. Must have excellent written and verbal communication skills and excellent interpersonal and conflict resolution skills. Demonstrated computer proficiency, including using Microsoft Office Suite and knowledge of and experience with various fundraising and donor database systems. The successful candidate must have excellent organization skills and attention to detail. Must have an automobile available for business use and maintain a current driver's license and current auto insurance with acceptable levels of coverage. Will be required to work a flexible schedule to include evenings and weekends as needed. Candidate must be willing to engage in Agape's Performance Quality and Improvement (also known as Continuous Quality Improvement) standards of quality & excellence.

Minimum Salary: \$100,000

About Agape:

Agape Child & Family Services is a faith-based, non-profit organization dedicated to providing children and families in Memphis with healthy homes. Agape serves nearly 10,000 children and families each year in an effort to keep them safe, smart and successful through school-based initiatives and site-based services in under-resourced communities; counseling; homeless services; adoption and foster care. In partnership with the Tennessee Department of Human Services, Agape and its community partners have expanded services via a two-generation model, wholly serving youth and parents in a poverty-reduction strategy, providing support, permanency, and sustainability in Frayser, Hickory Hill and Whitehaven. To learn more, call 901.323.3600 or visit agapemeanslove.org.

We are Proud to Offer: Competitive Pay, Excellent Benefits, Paid Holidays, and Opportunities for Professional Growth and Development

Visit Our Online Career Portal to Apply:

<http://agapemeanslove.org/career-opportunities/>

**All positions require a valid driver's license and automobile insurance. All applicants are subject to a drug screening and background check. Agape is a Christian organization and has certain religious requirements for its employees.*

