



BOY SCOUTS OF AMERICA®

LAST FRONTIER COUNCIL

DEVELOPMENT DIRECTOR

POSITION SUMMARY:

Boy Scouts of America, Last Frontier Council seeks a proven fundraiser for the position of Development Director. The ideal candidate will be an energetic communicator, adept at networking and building relationships. Responsible for leadership of volunteer fundraising committees, campaign management, fundraising special events, prospecting and evaluation of donors, and exceeding short and long-term fundraising goals.

POSITION QUALIFICATIONS:

Qualifications for this position include a Bachelor's degree or higher and three years of successful experience in non-profit fundraising or outside sales.

Candidates must demonstrate excellent written communication skills and a proven history of meeting goals and deadlines.

POSITION ESSENTIAL FUNCTIONS:

1. Annual Giving Campaign

Work through volunteers to actively cultivate and solicit donors to exceed fundraising goals. Annually responsible for \$100,000+ of the council Friends of Scouting campaign goal.

2. Special Events

Work through volunteers to actively cultivate and solicit donors to exceed fundraising goals and hold successful special events. Annually responsible for \$200,000+ of council special events goal.

3. United Ways

Complete annual application process and cultivate relationships with selected United Way partnerships. Responsible for writing applications and organizing site visits as well as formal presentations. Responsible for \$40,000+ of council United Way income goal.

4. Foundations & Grants

Identify potential grant opportunities, cultivate relationships with existing and potential foundations, and complete proposals and applications. Responsible for \$50,000+ of council foundations and grants income.

5. Donor Relations

Responsible for developing relationships with top-level volunteers and leading them to accomplish council fundraising goals.

6. Other Duties

Any other duties as requested by the Scout Executive or Director of Development including but not limited to physical presence at special events or meetings.

Interested parties should send a resume and cover letter to Sarah Spinks at sarah.spinks@scouting.org. Please contact Sarah at 405-479-9054 with questions.