



The Turn

Open Position: Director of Fundraising

Position Overview

The Turn seeks a seasoned, results-driven development professional with an exceptional eye for detail to lead our fundraising and outreach efforts. Reporting directly to the CEO, the Director of Fundraising will play a pivotal role in securing financial support through a diverse range of fundraising initiatives as The Turn continues to grow.

While the CEO focuses on strategic planning, donor engagement, communications, and Board collaboration, the **Director of Fundraising** will execute many of these strategic goals – taking the lead on fundraising strategies, timelines, and revenue-generation goals. This is an exciting opportunity to coordinate The Turn’s extensive resources and talent while cultivating and securing major gifts from individuals, corporations, and healthcare/nonprofit organizations.

Additionally, the Director of Fundraising will manage key donor relationships and lead grant-writing efforts targeted at foundations and corporate partners.

Responsibilities

- Execute most aspects of our comprehensive development plan and fundraising “playbook.”
- Oversee the team’s CRM and information-management processes to support development.
- Cultivate and maintain key relationships with major gift donors and prospects, renewing annual support and advancing donors toward major gifts.
- Oversee and actively engage in all revenue-generating activities, including grant writing, annual giving campaigns, and corporate solicitations.
- Proactively research, identify, and build relationships with ***previously untapped*** corporations, organizations and individuals, creating targeted outreach strategies to grow The Turn’s donor base.
- Serve as the lead organizer - working in partnership with the event committee - for The Turn’s signature fundraising gala and wine event.
- Support other fundraising events as a committee member and active participant.
- Spearhead planned giving, endowments, special-project contributions and capital campaigns.
- Coordinate and oversee donor acknowledgment processes with the team.

Qualifications

The ideal candidate will bring most of the following:

- Demonstrated commitment or passion for empowering individuals with physical disabilities.
- Genuine drive to build and nurture relationships with supporters.

- Knowledge of and enthusiasm for the game of golf, fitness and holistic wellness.
- Ability to work independently and collaboratively within a dynamic team.
- At least five years of successful, professional fundraising experience.
- Proven ability to design and execute a holistic fundraising plan, including cultivation, solicitation and recognition strategies (planned giving experience is a plus).
- Excellent interpersonal skills to engage new and existing donors, volunteers, and philanthropists.
- Exceptional presentation and storytelling abilities to convey The Turn's mission.
- Outstanding written and verbal communication skills, with meticulous attention to detail, spelling and accuracy.
- Excellent organizational skills with the ability to prioritize multiple projects.
- Valid driver's license and willingness to travel to donor locations and events, including some weekends and evenings.
- Proficiency in Microsoft Office Suite; Donor Perfect, Greater Giving or other CRM platforms.
- Bachelor's degree required.

The successful candidate will be a self-starter with a strong work ethic, excellent written and verbal communication skills, and a polished, professional presence. Public-speaking experience, including presenting to groups of all sizes, is preferred. We *especially* welcome candidates who share our passion for empowering individuals with physical disabilities through adaptive golf, fitness and holistic wellness programs.

Compensation & Benefits

- **Salary:** \$70,000 to \$85,000 (commensurate with experience and qualifications).
- **Benefits:** Comprehensive package, including health insurance with HSA match, 401(k) retirement plan with employer match, paid vacation and hybrid work environment.

Application Process

Please submit a cover letter and resume for full consideration to: kschulze@jointheturn.org

ABOUT THE TURN

Since 2002, The Turn has served people with physical disabilities throughout Northeast Ohio. Our innovative programs reach more than 400 participants annually at the Wharton Golf Center at North Olmsted Golf Club. Using adaptive golf as a tool, The Turn serves individuals recovering from strokes, amputations, traumatic brain injuries, and those living with visual impairments, ALS, multiple sclerosis, cerebral palsy or Parkinson's disease.

Under the guidance of PGA golf professionals, fitness-oriented physical therapists, and Cleveland Clinic Rehabilitation and Sports Therapy staff, participants receive customized fitness and golf programming designed to improve balance, coordination, flexibility and mobility on a year-round basis (45 weeks annually). The Wharton Golf Center campus includes a nine-hole, executive-length golf course, fully equipped fitness center and indoor golf simulators.

The Turn

One Golfview Lane, North Olmsted, OH 44070

www.jointheturn.org