



*Together, we create life-changing wishes for children with critical illnesses*

Reporting to the Chief Development Officer, the Regional Development Director is responsible for leading, developing and implementing a comprehensive, relationship-based fundraising strategy that grows revenue in support of our mission from key markets in northeastern California. The Regional Development Director will qualify, cultivate, solicit, and steward individual donors, foundations, corporate partners and community partners. The Regional Development Director is expected to utilize an individual and team approach to building long-term relationships with current and prospective donors to deepen their commitment to Make-A-Wish and understanding of our Chapter's vision and priorities. This position requires strong fund development experience with cultivation of major gift individuals and corporate partnerships and the ability to represent Make-A-Wish in meetings and other public forums.

In this role, you get to help us grant wishes by:

- **Major Gifts Management:**
  - Oversee a major gifts program, managing a personal portfolio of 100+ major and planned gift donors and prospects.
  - Conduct monthly face-to-face visits with donors and prospects to foster strong relationships and secure funding.
  - Collaborate with the CDO to refine and implement moves management processes to enhance donor engagement and retention.
- **Event Planning and Management:**
  - Supervise the Development Coordinator in organizing internal and external fundraising events, from concept to execution, including sponsor acquisition, logistics, and promotion.
  - Evaluate and innovate event strategies to optimize fundraising efforts and donor engagement.
- **Fundraising Strategy and Execution:**
  - Lead the chapter's fundraising program, setting strategic directions and implementing detailed plans to achieve goals.
  - Identify and cultivate potential donors and community partners, leveraging multiple fundraising channels such as workplace giving and matching gifts.
  - Directly solicit and close significant gifts to maximize event-related revenue.
- **Donor Stewardship and Communication:**
  - Develop and maintain effective stewardship processes to enhance donor relations and retention.

- Propose and manage donor communication strategies to keep stakeholders informed and engaged.
- **Administrative Leadership:**
  - Manage regional council meetings and maintain accurate donor records in Salesforce, ensuring timely updates and strategy tracking.
  - Oversee financial tracking and reporting related to fundraising activities.

**Your Qualifications, Skills, and Experience:**

You love to connect people to causes that matter in the community. You believe in the power of collaboration and listen skillfully for opportunities for shared impact. You aren't afraid of the word 'no', understanding that it is just the beginning of a larger conversation. You are poised, highly organized, can manage multiple projects at one time and thrive in a fast-paced environment. You are naturally empathetic and always seek to understand how others see a particular situation.

- 5+ years of experience with major donor fundraising.
- Proven experience managing and growing a portfolio of significant donors.
- Demonstrated ability to develop and implement strategic plans that grow revenue and include appropriate tactical execution.
- Exceptional listening and communication skills with a demonstrated track record of articulating program impact to a variety of audiences.
- Superior relationship-building and interpersonal skills which enable rapport-building with internal and external stakeholders.
- An eager teammate who looks for opportunities to support the success of others. Ability to work both independently without close oversight but also as a team player who will productively engage with others at varying levels of seniority within and outside Make-A-Wish.
- Superior organizational and project management skills with strong attention to detail.
- Proven ability to manage multiple, deadline-driven projects and responsibilities while partnering with internal and external teams.
- Maintains the confidentiality of sensitive information.
- Proficiency in using CRM systems, ideally Salesforce
- Bachelor's degree or equivalent experience in a related field.

**You'll be successful If:**

- You are passionate about the mission of Make-A-Wish and are intrinsically motivated to serve families facing a critical illness.
- You have a positive relationship with money and are not intimidated by wealth.
- You are excited to share in the successes of others and actively look for opportunities to get others a win.
- You are familiar with industry standards fundraising while also staying on top of new trends and open to new ways of doing things.
- You are committed to succeeding in a team environment.
- You are resilient and push to find solutions to challenges.
- You bring an exceptional level of authenticity to your work and growth and operate with integrity across all your areas of responsibility.
- You love data but know that numbers aren't the full picture.

- You are humble enough to learn and confident enough to lead.
- You are oriented by a growth mindset.

**Work Environment:**

- Full-time position requiring some travel and occasional evening or weekend commitments for events and donor meetings.
- Hybrid options available after immersive training.

**Working Conditions:**

- Full-time position with the need for flexibility to accommodate occasional evening or weekend commitments, for events and donor meetings.
- Office environment with hybrid options available after immersive training.

**Chapter Benefits**

- Hiring salary range of \$75,000-\$95,000 annually based on skills and experience.
- Full time, exempt, salaried position.
- Fully benefited position including 401k retirement plan.
- Vacation and sick time as well as paid holidays.