



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

Title: Deputy Director of Fundraising Development

Reports to: CEO

Status: Full time, exempt

Location: Sacramento, CA

Job Summary

The Deputy Director of Development is responsible for driving the mission of Make-A-Wish forward through effective fundraising and donor engagement. This role oversees the daily operations and is a managing director of the development department, ensuring its activities and goals align with the organization's revenue objectives to ensure the chapter's philanthropic efforts are sustainable and poised for growth.

This position requires a collaborative leader with a proven track record in nonprofit fundraising, major gifts, donor cultivation, and team management.

What you will own responsibility for:

Team Leadership & Supervision

- As a managing director, you'll provide strategic leadership and clear direction to the development team, fostering accountability and success through performance management and mentorship.
- Identify and support professional development opportunities for team members to enhance their skills and performance.

Fundraising Execution

- Collaborate with the Director(s) of Development to design and implement a comprehensive fundraising plan encompassing annual giving, major gifts, planned giving, corporate partnerships, and special events.
- Lead your team to targeted fundraising campaigns, ensuring financial goals are achieved or surpassed.
- Build and nurture relationships with major individual and institutional donors to secure significant contributions.

Reporting & Data Management

- Analyze fundraising metrics and trends to evaluate performance and guide strategic decision-making.
- Maintain accurate donor data and reporting through CRM systems (e.g., Salesforce) to ensure transparency and efficiency.

Donor Cultivation & Stewardship

- Manage a portfolio of high-capacity donors, focusing on personalized cultivation, solicitation, and stewardship strategies.
- Develop and execute donor retention plans to increase giving levels and deepen engagement.
- Create and oversee impactful fundraising materials and proposals in partnership with the communications team.
- Champion a culture of philanthropy and teamwork within the chapter.

Event and Campaign Management

- Collaborate with staff and volunteers to plan and execute successful fundraising events such as galas, walks, and other community initiatives.
- Lead donor recognition programs and events to ensure strong donor engagement and appreciation.

We are seeking experienced candidates offering the following qualifications:

- Bachelor's degree in nonprofit management, business, marketing, communications, or a related field; advanced degree preferred.
- Minimum of 8-10 years of progressive experience in nonprofit fundraising, with demonstrated success in securing major gifts and leading campaigns and at least 5 years of experience in a senior leadership role managing teams and executing strategic initiatives
- Proven ability to build and manage relationships with donors, corporate partners, and other key stakeholders.
- Proven track record of major gift acquisitions
- Experience in leading a capital campaign

Preferred Experience: Candidates with a Master's Degree in a related field or a Certified Fund Raising Executive (CFRE) or Chartered Advisor in Philanthropy (CAP) designation are encouraged to apply and will be given strong consideration.

Skills:

- Exceptional written and verbal communication skills.
- Strong leadership and team management capabilities.
- Proficiency with donor management software (e.g., Salesforce, Raiser's Edge).
- Ability to prioritize tasks, meet deadlines, and manage multiple projects effectively.

You'll Be Successful If

- Passion for the mission of Make-A-Wish and a commitment to the families and children it serves.
- Strategic and creative thinker with strong problem-solving abilities.
- High emotional intelligence and interpersonal skills.
- Results-oriented and self-motivated with the ability to inspire and engage others.

Time commitments

- Occasional evening or weekend fundraising events, as needed.
- Ability to travel, dependent on organization needs, within the 41-county territory surrounding the office in Sacramento, CA.

Chapter Benefits

- Hiring salary range of \$110,000 - \$130,000 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.

How to Apply

Send a letter of interest and resume to hr@canv.wish.org. No phone calls please. The position will be posted until it is filled.