



JOB TITLE: Director of Development

Job Summary:

The Director of Development is a dynamic leader responsible for overseeing a diverse portfolio, including individual giving, corporate partnerships, events, digital campaigns, and media support, while maintaining a strong community engagement presence. This role is a member of the team that leads fundraising efforts across the chapter territory and includes the Central Valley, Sacramento and Northern State region, focusing on identifying, cultivating, soliciting, and stewarding relationships with individual donors, corporations, foundations, and community organizations to achieve annual revenue goals. Additionally, the Director supports digital marketing, content creation, and cross-department collaboration to drive mission impact and ensure the success of Make-A-Wish's life-changing work.

Key Responsibilities:

Fundraising Strategy & Donor Development

- Develop and implement strategies to identify, cultivate, solicit, and steward donors to meet revenue goals.
- Lead donor stewardship activities, focusing on cultivating and soliciting individual and major gifts.
- Manage and grow Make-A-Wish's monthly donor program and major gift initiatives.
- Implement and update fund development plans to attract new donors and enhance existing relationships.
- Conduct prospect research to identify local, regional, and national grant opportunities.

Corporate & Foundation Partnerships

- Cultivate relationships with foundation and corporate partners to secure funding and support.
- Collaborate with stakeholders to identify opportunities for long-term partnerships and sponsorships.

Event Leadership

- Collaborate to enhance existing fundraising events and support the cultivation of new opportunities.
- Partner with team members to integrate donor engagement strategies into event planning.

Digital Campaigns & Media Support

- Collaborate with the Marketing Team to amplify digital campaigns and media outreach to strengthen donor engagement and increase visibility.
- Produce capacity-building and social network digital fundraising campaigns.

Community Engagement

- Act as a Make-A-Wish ambassador, building relationships with local leaders, organizations, and stakeholders to drive support and awareness.
- Represent Make-A-Wish at public events and community gatherings to enhance organizational reputation and visibility.

This role is pivotal to achieving our ambitious short- and long-term goals and is a unique opportunity to make a meaningful difference for children and families in our region.

Qualifications:

- 5-7 years of experience in nonprofit development and communications, with a proven record of revenue growth.
- Media relations a must.
- Strong leadership and project management skills; experience supervising a team is preferred.
- Excellent verbal and written communication skills; proficiency in CRM systems and Microsoft Office Suite.
- Deep understanding of issues impacting children with critical illnesses and commitment to diversity, equity, and inclusion.

Education:

B.A./B.S. in a relevant field; advanced degree in nonprofit management, communications, or a related field preferred.

Compensation:

This is a full-time position with a salary range: \$75,000-\$95,000 and commensurate with experience. Benefits include 401K, health, dental, and vision coverage and paid time off.

Work Environment:

This position is in the Sacramento office and may require occasional evening or weekend work and travel within the region.