About Fight For Children

Through a combination of direct service programming, community-based capacity-building initiatives and strategic grant making, Fight For Children (FFC) has impacted the lives of more than 400,000 children and youth in the Washington, DC metropolitan area.

Founded in 1990 by the late Joseph E. Robert Jr., FFC has been a pillar in the DC philanthropic community for more than 30 years, rallying leaders in business, education, government, and philanthropy to achieve significant improvements in healthcare, education, and policy reform. FFC’s mission is to help individuals, organizations and communities harness the power of sports to improve the lives of underserved youth. We envision a DC where all young people have equitable access to high-quality, impactful youth sports experiences regardless of their circumstances, finances or location, and where lives are improved through the power of sports.

FFC seeks a Director of Development to diversify FFC’s funding support through grants, corporate partnerships, major gifts, fundraising campaigns, individual contributions and events.

About the Role
The Director of Development is charged with fundraising (revenue generation) for FFC and offers opportunities for leadership and innovation. Reporting to and working closely with the CEO, this position will not only grow the donor/funder base, but engage with current donors/funders in support of FFC’s work. This individual will also work closely with the Chief Program Officer and Board of Directors to promote a culture of collegiality and philanthropy.

The ideal candidate will bring a passion for FFC’s mission paired with a high-level of expertise and strategic thinking to drive revenue and build exponential growth opportunities. This position is both strategic and tactical, as it is responsible for developing, managing, evolving, and executing the organization’s development plan. The ideal candidate has a clear grasp of all core components of development, including individual contributions and stewardship, annual and online giving campaigns, corporate partnerships/funding, special events, and grant writing. This role also requires experience managing development operations, including CRM, budgets, and gift-processing.

Responsibilities:
- Develop/execute/monitor FFC’s development plan to achieve annual revenue goals. Update annually with new ideas, best practices, and data-driven analysis to align with FFC’s strategic plan;
- Ensure a robust pipeline to hit annual revenue goals including grants, corporate partnerships and individual giving:
  - Grants: manage funder relationships, write proposals/reports, manage grant pipeline

Fight For Children is an equal opportunity and affirmative action employer committed to providing equal employment opportunity to all persons without regard to race, color, religion, national origin, gender, marital status or sexual orientation.
Corporate: maintain a corporate portfolio, cultivate relationships for partnerships
Individual giving: maintain and grow a portfolio and assist CEO/Board in building personal relationships with funders

- Report on progress with actionable analysis for CEO/Board, manage fundraising work of the CEO/Board and direct how efforts are spent on a regular basis;
- Prepare donor engagement collateral, such as letters of inquiry/proposals, pitch decks, appeals, reports, and work with Marketing on newsletters and social media posts.
- Track grant pipeline in Donor Perfect, ensuring opportunities/tasks are current & well-detailed;
- Design regular progress-to-goal reports and dashboards for the CEO/Board, and work with accounting for regular updates;

To be successful in this role, you need to be:
- A skilled project manager with a knack for creating innovative and tactical plans;
- Highly motivated, organized and accustomed to working on multiple projects with different deadlines simultaneously;
- A gifted storyteller with the ability to communicate with a variety of audiences -- clearly, efficiently and effectively – and a stickler for details and quality;
- A reliable and friendly communicator who reaches out and follows up;
- Looking for an opportunity to work with a small team to help an organization to grow;
- Passionate about fundraising for FFC’s work to support young people through sports;
- Savvy networker who can engage and inspire others to give to FFC;
- Self-aware with a strong understanding of your strengths, limitations, emotions and biases.

You will also need to have:
- A minimum of five (5) years of nonprofit development experience with demonstrable results;
- Demonstrable experience as a fundraiser, with hands-on practice at institutional giving/grant writing, major gifts, annual giving, corporate partnership building, events, and online campaigns;
- Familiarity with the Washington, DC philanthropic community is a plus;
- Excellent working knowledge of Development CRMs for donor and revenue management;
- Enthusiasm to propose fresh ideas without prompting by leadership, openness to feedback on those ideas, and a persistence to bring those ideas to life;
- A clear passion for health equity, underserved populations, and youth development.

**Compensation & Benefits.**
- FFC is located in Washington, DC; the role is expected to be US-based but could be remote with travel as needed. However, ideal candidates are strongly familiar with the regional DC philanthropic community;
- Generous holiday and vacation allowance;
- Benefits package including health/dental insurance, 401(k) match, vision, flexible spending, etc.;
- Salary range $65,000 - $90,000 / yr. depending on qualifications and experience.

**To Apply:**
To apply, submit a resume and cover letter to ffc.email@fightforchildren.org with “Director of Development” in the subject line.