**DIRECTOR OF DEVELOPMENT**

**About Fight For Children (FFC)**

Fight For Children’s mission is to help individuals, organizations and communities harness the power of sports to improve the lives of underserved youth in the Washington, DC metropolitan region. We envision a community where all young people have equitable access to high-quality, impactful youth sports experiences regardless of their circumstances.

Fight For Children seeks a Director of Development to diversify funding support through a combination of corporate partnerships, major gifts, individual contributions, grants, fundraising campaigns, and special events.

**About the Role**

Reporting to and working closely with the CEO, The Director of Development will grow the donor/funder base and 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 deep network of established connections, a passion for FFC’s mission, and 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 corporate partnerships/funding, individual contributions and stewardship, annual and online giving campaigns, grant writing and special events. This role also requires experience managing development operations, including CRM, budgets, and gift-processing.

**Responsibilities:**

- Create, execute and monitor FFC’s development plan to achieve revenue goal of >$1,000,000.
- Update plan annually utilizing data-driven analysis to make informed decisions/adjustments to align with FFC’s strategic plan.
- Ensure a robust pipeline to meet and/or exceed annual revenue goals including corporate partnerships, individual giving and grants:
  - Corporate Partnerships: maintain a corporate portfolio, cultivate relationships/partnerships at a high level throughout the year.
  - Individual Giving: maintain and grow a portfolio and assist CEO in building personal relationships with funders, including (but not limited to) cultivation and Board recruitment.
  - Grants: Identify grant opportunities, manage funder relationships, draft and submit proposals and reports, and manage grant pipeline and ensure timely submissions to capitalize on scheduled and rolling opportunities throughout the year.

*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.*
● 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 deadlines.
● A gifted storyteller with the ability to communicate with a variety of audiences -- clearly, efficiently and effectively.
● Looking for an opportunity to work with a small team to help an organization to grow.

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’s office is located in Washington, DC and is currently operating a hybrid model to accommodate a combination of in-person and remote work.
● Ideal candidates are based in the metropolitan DC area, have an established network and are intimately familiar with the DMV philanthropic community and individual players.
● Generous holiday and vacation allowance.
● Benefits package including health/dental insurance, 401(k), vision, flexible spending, etc.
● Salary range $75,000 - $100,000 / yr. depending on qualifications and experience.

To Apply:
Interested candidates should submit a letter of interest, resume, salary requirements and available start date to ffc.email@fightforchildren.org with “Director of Development” in the subject line.

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