



Director of Development Job Description

About Giving Children Hope:

Giving Children Hope (www.gchope.org) is a faith-based partner providing sustainable hope across the street and around the world. We do this through a variety of programs including ongoing crisis and disaster response in collaboration with local and global communities. In the local community, Giving Children Hope provides 1200 backpacks full of food to children in need every week. Internationally, Giving Children Hope has shipped food, medical supplies and basic needs to people in crisis in over 30 countries in the last year alone.

Position Summary:

This is a full-time position. Reports to the COO. This is a critical leadership and fundraising position in the organization. This role provides strategic leadership and vision for developing, executing and managing a team of three people responsible for integrated fundraising, marketing and public relations strategy. Coordinates closely with the COO, Program and Operations departments. The right candidate for this position will have proven nonprofit fundraising experience including major donor, corporate partnerships, donor acquisition and donor cultivation, events, online, events and grants. You should be bold and confident in raising money for a cause you deeply believe in. This person must thrive on initiating and developing strong donor relationships, be self-motivated and enjoy a fast paced environment.

Responsibilities:

- Accountable for all fundraising goals, \$1 million for fiscal year
- Development of all fundraising strategies and plans
- Responsible for all development, fundraising and marketing including: individual donors, corporate donors, community partners, major gifts, grants, events, direct response, social media, and email.
- Lead, inspire, coach and manage the Development team
- Initiate, develop and build lasting, committed relationships with donors
- Develop and manage donor acquisition and cultivation programs
- Oversee coordination of a variety of fundraising and awareness events including annual Gala
- Be a spokesperson and liaison within the community and attend community events
- Staff lead for the Fundraising Committee working closely with the Board of Directors
- Tracking and reporting of all fundraising and marketing metrics and results
- Be a player/coach. The team is small so this person will need to play both roles
- Create, pursue and cultivate corporate and foundation contacts
- Ensure donor cultivation
- Pursue speaking engagements for the organization

Qualifications:

- Minimum 5 years successful nonprofit fundraising experience
- Experience fundraising in Orange County, California is a must
- Demonstrated progressive experience in developing and executing an integrated fundraising program.
- Demonstrated experience developing donor relationships
- Demonstrated experience hitting fundraising goals and growth year over year.
- Confident and energetic public speaker
- Experience working in a CRM- Bloomerang preferred



- Excellent communicator
- Inspire confidence

Education

Bachelor's degree. CFRE preferred.

To Apply:

Please email your resume and a cover letter that inspires us to jobs@gchope.org with "Director of Development" in the subject line