



Director of Development

The Alliance for Children's Rights seeks an experienced development leader who will provide strategic direction, oversight and execution of a \$6 million annual fundraising program. The Director of Development (DOD) position is a great opportunity for an experienced, hard-working and driven fundraiser with a track record of building and sustaining relationships, and raising money from a variety of sources.

ABOUT THE ALLIANCE

The Alliance for Children's Rights protects the rights of impoverished, abused and neglected children and youth. Our lawyers, advocates and social workers, together with hundreds of pro bono attorneys and community volunteers, ensure children have safe, permanent homes and can access the healthcare, education and financial resources they need. We also help transition-age youth achieve self-sufficiency, and work statewide to improve child welfare practices and policies in order to remove the many barriers our clients face. Since 1992, we have helped more than 125,000 children.

RESPONSIBILITIES

Reporting to the CEO, the DOD responsibilities will include, but are not limited to:

- Overseeing all fundraising initiatives and activities of a \$6 million annual fundraising program
- Securing major gifts and growing the annual fund
- Cultivating new and existing relationships with key supporters, and committee and board members
- Identifying new corporate sponsorship opportunities and cause marketing
- Overseeing the writing of proposals and grants by managing the grants manager
- Producing two successful annual appeals
- Working with an events manager, oversee several annual events, developing fundraising plans and motivating event committee members
- Maintaining an active volunteer corps, including auxiliary groups such as Friends of the Alliance and the Alliance of Moms
- Managing staff, including the Events Manager, Foundation and Corporate Grants Manager, Development Coordinator and Database Coordinator
- Ensuring a collaborative work environment among development staff and with program staff
- Working closely with the Communication's Department to ensure messages appeal to donors and print and electronic marketing materials meet the needs of the Development Department

QUALIFICATIONS

The successful candidate will have a track record for raising funds and managing a Development Department. The candidate will be highly energetic, enjoy a fast-paced environment, have excellent follow through and be interested in focusing on corporate and major gifts as well as an active event fundraising program. Other qualifications include the following:

- Outgoing, talented communicator who enjoys donor cultivation and stewardship
- Demonstrated leadership to a range of constituents and committees
- Strong management of time and talent
- Highly organized with exceptional multi-tasking ability and thrives in fast paced environment
- Superior writing skills to craft pitches and compelling appeals and correspondence
- Passionate advocate for children's rights
- **At least 5 years of experience in high level development, including successful management/coaching of development staff, is required.**

Competitive salary and benefits. Submit cover letter and resume to j.parrilla@kids-alliance.org. For more information visit kids-alliance.org.

The Alliance for Children's Rights believes that all persons are entitled to equal employment opportunities and does not discriminate against its employees or applicants because of race, color, religion, sex, pregnancy, national origin, ancestry, age, marital status, sexual orientation, disability or medical condition.