



## The Alliance for Children's Rights Chief Development Officer

### **POSITION SUMMARY:**

The Alliance for Children's Rights has an exciting opportunity for an experienced development leader to provide oversight and execution of a fundraising program for one of the most well-regarded nonprofit organizations in Los Angeles. The Chief Development Officer will be a hard-working fundraiser with a track record of building and sustaining relationships and raising funds 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 that children have safe, permanent homes and can access the healthcare, education and financial supports that 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 over 150,000 children.

The breadth of the Alliance's work is impressive, and it keeps the Grants Manager job interesting and fulfilling. It includes foster care adoption; legal guardianship; education; benefits; healthcare; removing barriers for transition-age youth; policy and system-wide reform; and community training and education. In addition, the Alliance is the backbone of the Opportunity Youth Collaborative, which leverages cross-sector and community-based leadership and resources to improve pathways to education and employment for transition-age foster youth.

Charity Navigator has awarded the Alliance its highest 4-star rating for the past seven years in a row. This puts the Alliance in the top 3% of charities in the U.S. rated by Charity Navigator. The 4-star rating reflects the Alliance's sound fiscal management and commitment to accountability and transparency.

The Alliance is well known in the child welfare community for its knowledge, expertise, and accomplishments. Alliance staff members and pro bono attorneys are advocates for children who are impoverished, abused and neglected. Being the voice of children who often have no voice, and otherwise could be forgotten, is incredibly rewarding.

### **ESSENTIAL DUTIES AND RESPONSIBILITIES:**

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

- Overseeing all fundraising initiatives and activities of a \$6.3 million annual fundraising program
- Growing and diversifying the annual fundraising program
- Cultivating new and existing relationships with key supporters and members of the board of directors
- Identifying new corporate sponsorship, individual gifts, planned giving, and cause marketing opportunities
- Producing successful fundraising appeals and social media campaigns
- Overseeing the production of several annual events, developing event plans, and motivating event committee members
- Working with senior management and staff to create and implement development strategies

### **QUALIFICATIONS:**

The successful candidate will have a track record for raising funds and managing a development operation. Must be energetic, strategic, goal oriented, enjoy a fast-paced environment, and have excellent relationship building skills and follow through.

Other qualifications include:

- Outgoing, talented communicator who enjoys donor cultivation and stewardship

- Knowledge of strategies for successful fundraising initiatives
- Demonstrated leadership to a range of constituents and committees
- Excellent management of time and talent
- Very well organized with good multi-tasking ability
- Good writing skills to craft compelling appeals and correspondence
- Passionate advocate for children's rights
- Currently living in and very familiar with Los Angeles
- At least 5 years of experience in high level development, including successful management and coaching of development staff

*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, gender, national origin, ancestry, age, disability, or marital status.*

*The above statements are of a general nature and are intended to describe level of work being performed by people assigned to comparable positions. It is not intended to be an exhaustive list of all responsibilities and duties required of personnel so classified.*

The Alliance for Children's Rights offers a competitive salary and benefits. For more information about the Alliance visit [kids-alliance.org](http://kids-alliance.org).

**TO APPLY:** Submit a resume, along with a cover letter to:

Alliance Search  
T.Rodriguez@kids-alliance.org