

## Director of Development

Palm Beach County Food Bank seeks a Director of Development to spearhead all fundraising and corporate partnership work for this six year old organization. This is a unique opportunity to build a department of diverse revenue streams for a young human services organization.

The Director of Development will set short and long-term strategic direction and is responsible for achieving the revenue goals for a fast-growing organization. S/he works cross-functionally to ensure the right resources are brought to bear in identifying, recruiting, stewarding, and retaining organizational funders. The Director will serve on the leadership team, which is responsible for advancing the mission of hunger relief through the food banking model. This is a new position.

The Director of Development will be responsible for developing, implementing, evaluating, and expanding all philanthropic support for the Palm Beach County Food Bank and for managing all components of the agency's fundraising plans, including, but not limited to: annual giving, direct response, sponsorships, planned giving, major individual and corporate gifts, and special events. This position is also responsible for the design, development, and implementation of the communications and public relations program and for building awareness about the Palm Beach County Food Bank's mission, programs, and achievements throughout the county.

### Responsibilities:

- **Innovator and Change Leader** – The Director of Development is an entrepreneurial partner in the development of the Palm Beach County Food Bank's strategy, shepherding the team towards impactful solutions, steering its efforts to the highest impact, and sharing lessons learned. S/he takes initiative, pioneers big ideas and has the drive and vision to garner funders towards those goals.
- **Strategic Vision** – The Director of Development joins the Palm Beach County Food Bank's leadership team, which collectively is charged with designing the strategic vision and planning for the organization, recruiting the partners and resources needed to advance this vision, and in ensuring that the mission of alleviating hunger in Palm Beach County is achieved to its maximum potential.
- **Designing a successful revenue strategy** – In partnership with the Executive Director, the Director of Development is responsible for designing the organization's revenue strategy to achieve its vision. The Director will be charged with building a robust donor base that is diverse, stable, rich with multi-year giving opportunities, and engages long-term, generous partners that are eager to invest in the Food Bank financially and through other means.
- **Inspiring, cultivating, and soliciting major donors** – In partnership with the Executive Director, the Director of Development will be responsible for cultivating, soliciting, and stewarding major donors. This is an externally facing position that will be directly engaged in inviting major donors – corporates, foundations, individuals, and others – to invest in the work of Palm Beach County Food Bank.
- **Overseeing all aspects of the fundraising team** – The Director of Development oversees all aspects of revenue sourcing for the Palm Beach County Food Bank. This includes overseeing donor identification, cultivation, solicitation, and stewardship and handling all

aspects of gift acknowledgement and recordkeeping. It also includes creating budgets, work plans, and revenue pipelines, and forecasts for the department.

### **Candidate Profile:**

The successful candidate will be a sophisticated and experienced individual who has established themselves as a skilled fundraiser who has a passion for making a difference. The ideal candidate will be interested in building and advancing an organization committed to relationships and results. S/he must have a proven record of inspiring investments from major donors – including corporate, individual, and foundations.

### **Experience and Qualifications:**

- At least 10 years experience in fundraising, including proven experience in corporate fundraising. C.F.R.E. preferred.
- An interest in building an organization with a critical mission, a genuine desire to empower Palm Beach County Food Bank's partners in their mission to serve the hungry.
- Passionate about face-to-face fundraising and donor identification and acquisition.
- A track record of success in building diverse and reliable support for a nonprofit organization countywide.
- Willingness to and proven experience in fundraising including securing six and seven figure gifts from corporate, individual, or foundation sources. Familiarity with the food and agricultural industries is a plus.
- Excellent management skills with experience in recruiting, retaining, and inspiring a high-performing team of entrepreneurial and skilled professionals. Must be committed to coaching and supporting the growth of fundraising staff and fostering a results-based environment. Strong ability and willingness to direct Palm Beach County Food Bank resources to the most impactful revenue streams and change course as needed. Must create an environment of proactive and responsive communication among and outside of the fundraising team.
- Strong communication skills. Proven ability to excite and inspire potential partners for a cause. Proposal writing skills essential.
- Interest in collaborating with the leadership team in a valuable and productive way.
- Passionate about hunger relief and serving our neighborhoods in need.
- Familiarity with DonorPerfect a plus.
- Willingness to work with outside PR firm.

The Palm Beach County Food Bank is an Equal Opportunity Employer. All qualified applicants are encouraged to apply and will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, protected veteran status, or any other legally protected characteristic or status.

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