

JOB ANNOUNCEMENT

GEORGIA COALITION AGAINST DOMESTIC VIOLENCE

Position: Director of Development

Status: Full-time, exempt, salaried

Who We Are: As a statewide, member-based organization, GCADV strengthens the community that is working to end violence and oppression so that all Georgians can thrive. We believe our best chance at ending violence in Georgia is when domestic violence and social justice organizations partner to collectively address its root causes, including racism, misogyny, and LGBTQIA+ discrimination.

We do this by:

- Connecting the diverse community of organizations and individuals working to end violence and oppression to break down silos, learn from each other, and foster collaboration.
- Providing training and hands-on technical assistance to increase the capacity of organizations and agencies that support survivors.
- Identifying gaps in necessary services and using our capacity strategically to pilot approaches that reach underserved survivors.
- Building awareness among Georgians and policymakers about the root causes of violence so they can advocate for more effective policies and services.

Together, we can make sure that all Georgians have access to everything they need to be safe, heal, and thrive. For more information about GCADV visit www.gcadv.org.

Position Summary: GCADV is looking for an experienced fundraising professional to join its team as the Director of Development. This position will provide strong leadership to GCADV's fundraising efforts, developing a comprehensive strategic fundraising framework that will enable the organization to successfully raise a growing amount of sustainable support from all categories of donors. Primarily this person will continue and create relationships with corporate partners, institutional funders, and individual donors.

Objectives

- Develop and implement strategic plans and best practices for revenue growth, including donor and funder engagement, campaigns, annual fundraising event, and direct solicitations

- Fortify existing and facilitate new relationships with GCADV's base of support among foundation, corporate, and individual donors

Responsibilities

- Maintain an active portfolio of relationships, individual prospects capable of making transformational gifts, cultivation opportunities and solicitations
- Coordinate and oversee all fundraising efforts working closely with the Executive Director, staff, Board members, and partners
- Meet with prospective and current donors to establish and strengthen long-term funding relationships
- Implement and coordinate GCADV's annual fundraisers as well as develop strategic fundraising special events
- Collaborate with the Communications Director to design, create, and produce all media and collateral associated with fundraising efforts
- Monitor fundraising expenditures and progress against budgetary plan and take appropriate measures to meet top and bottom-line development goals, ensuring a high return on investment in meeting revenue targets
- Bring practical insight and best-practice strategy to the work of the Board of Directors in revenue generation and serve as a resource to the Board who engage in prospect/donor cultivation
- Provide timely and accurate reporting to the Executive Director, Board of Directors, and supporters to ensure transparency of development efforts

Experience and Competencies

- Commitment to and passion for GCADV's mission
- 5+ years of progressive responsibility and related experience in nonprofit development and fundraising
- Active, bold, and effective networker to strengthen corporate, foundation, and high-wealth individual relationships
- Proven track record of achieving financial goals & successful strategies
- Demonstrated success in areas of major gifts and donor engagement
- Strong interpersonal, verbal, and written communication skills coupled with working independently, efficiently and a detailed-orientation approach to work

- Ability to collaborate with colleagues across the organization, exhibit flexibility to respond to changing priorities, and contribute toward a positive work culture
- Strong facilitation skills with the ability to develop and effectively maintain collaborative relationships with a range of diverse donors, partners, corporations, GCADV Board of Directors, and others as identified
- Demonstrated experience with peer-to-peer fundraising, corporate relationships/sponsorships, and other engagement strategies
- Strategic thinking abilities with strong planning, organizational, implementation, and time management skills
- Public presentation capabilities to engage small or large groups of participants, volunteers, and donors
- General computer proficiency, competence with office software, as well experience with various fundraising and e-commerce platforms

Compensation: Starting salary commensurate with experience, within a range of \$90,000 – \$100,000 per year. GCADV provides flexibility, a hybrid office environment and excellent benefits—including health, dental, vision, and life insurance; retirement match; and generous vacation leave and holidays.

To Apply: Email a cover letter and a resume with your qualifications to hr-gcadv@gcadv.org We will accept applications only by e-mail, no phone calls please. All applications will be kept strictly confidential. Applications will be reviewed and interviews conducted on a rolling basis until the position is filled.

GCADV is an equal opportunity employer with a commitment to diversity and encourages all qualified applicants to apply, including but not limited to people of color, people with disabilities, and survivors of domestic violence.