

THERE WITH CARE
Development Director - Denver
Job Description

One of There With Care's Core Values in achieving its mission of serving families and children facing critical illness is to manage the organization with a high level of fiscal responsibility and sustainability. To this end, the Development Director - Denver is responsible for collaborating with the Executive Director, Vice-President of Development and Board of Directors to create and implement an annual development strategy for the organization, especially as it pertains to the greater Denver Metro area. The Development Director - Denver will be responsible for achieving fundraising goals and engaging financial donors, in-kind donors, granting organizations, family foundations and event sponsors. The Development Director – Denver is a “connector” to the larger community and is a representative of There With Care.

Candidate Qualities

The Development Director - Denver:

- Is a good listener who approaches the position with compassion and care and is non-judgmental.
- Is confident in knowing how to ask for support and in putting thoughtful and caring planning together in order to secure needed funding.
- Has direct sales or business development experience in a service industry or with a non-profit and has a proven track record of achieving revenue targets.
- Has a professional, calm, clear, and responsive verbal and written communication style, and the ability to cultivate and nurture relationships with current and potential corporate, foundation, and individual donors.
- Has excellent time and project-management skills, yet is able to be responsive at any moment to adjust his/her workload and provide care to a volunteer, donor, or service provider.
- Is resourceful in finding creative ways to allow potential supporters to engage with There With Care in addition to financial support such as in kind donations, volunteering, family sponsorship, company matching programs, and grants.
- Is an excellent story teller who can educate the larger community about There With Care's mission and values.
- Has strong organizational skills and the ability to manage the large amount of details that accompany tracking support to There With Care.
- Has the ability to see how his/her role contributes to the larger mission of the organization.
- Has a willingness to collaborate with other staff and volunteers to meet the needs of our families and organization.
- Is willing to have a flexible schedule, sometimes working weekends and evenings.

Job Responsibilities

The Development Director – Denver will:

- Perform the job in alignment with There With Care's core values.
- Prospect, cultivate, and manage new and existing donors, while meeting the goals of the strategic development plan.
- Report to the Vice-President of Development

- Collaborate with the Executive Director, Vice-President of Development, Volunteer Director, and Program Director for ways to meet each family's needs and to cultivate and support relationships with volunteers, service providers, and financial and in-kind donors.
- Train and lead other staff to support fundraising and marketing efforts.
- Support the Community Development Associate through introductions and strategies for potential supporters with opportunities for: community events, corporate and employee engagement, donation items, community drives and more.
- Identify grants and collaborate with grant writers.
- Review and support the Strategic Development Plan annually.
- Develop and grow our individual donor base; support annual giving campaign; cultivate major gifts; grow continuous giving program (Care Club)
- Support the event calendar and planning and implementation of fundraising events.
- Express a thoughtful 'thank you' to all There With Care supporters.
- Coordinate with the Marketing and Communications Director in regards to posting donor support, upcoming events, and other pertinent public relations information.