



Job Title: Development Director

Job Overview:

As the Development Director for Vehicles For Change - San Diego, you will be a key leader responsible for driving fundraising efforts and donor engagement to support our mission and further our impact. Your primary focus will be on designing and implementing comprehensive fundraising strategies, cultivating donor relationships, and overseeing development initiatives. Additionally, this role requires expertise in managing foundation, county, state, and federal grants, as well as compliance and reporting. The role demands a strategic and results-oriented professional with strong interpersonal skills and a passion for advancing the organization's goals.

Responsibilities

Fundraising Strategy

Develop and execute a strategic and diversified fundraising plan to secure financial resources necessary to support the organization's programs and initiatives.

Donor Cultivation

Cultivate and steward relationships with individual donors, foundations, corporations, and other funding partners, ensuring ongoing engagement and support.

Major Gifts

Identify, cultivate, and solicit major gifts from individual donors, working closely with board members and key stakeholders to leverage their networks.

Grant Writing and Management

Research, write, and submit grant proposals and applications to secure funding from foundations, county, state, and federal agencies. Oversee grant compliance, reporting, and ensure adherence to all grant-related requirements.

Fundraising Events

Plan, execute, and manage fundraising events, galas, and donor recognition activities to raise funds and enhance donor engagement.

Donor Communications

Develop and implement donor communication strategies, including appeal letters, newsletters, and other materials to maintain regular and meaningful communication with donors.

Planned Giving



Promote and oversee planned giving initiatives, including bequests and endowment campaigns, to secure long-term financial support.

Data Management

Maintain accurate donor records and track fundraising progress, ensuring data integrity and confidentiality.

Collaboration

Work closely with the Executive Director and board members to align fundraising efforts with the organization's strategic goals and priorities.

Budget and Reporting

Develop and manage the development budget, provide regular reports to the Executive Director and the board on fundraising progress, grant expenditures, and outcomes.

Networking and Partnerships

Build and maintain strong relationships within the philanthropic community, identifying and leveraging partnership opportunities, including grant opportunities from various sources.

Staff Supervision

Oversee the development team, provide mentorship, coaching, and guidance to support their professional growth, including their role in grant management and reporting.

Qualifications

- Bachelor's degree in Nonprofit Management, Business, Communications, or a related field. Master's degree is a plus.
- Proven experience in nonprofit fundraising and development, with a successful track record of securing major gifts and grants, including experience with foundation, county, state, and federal grant management.
- Strong understanding of fundraising principles, best practices, donor relations, and grant compliance.
- Excellent written and verbal communication skills, with the ability to effectively convey the organization's mission and impact to diverse audiences.
- Demonstrated ability to build and maintain relationships with donors and stakeholders, with a focus on donor-centered engagement.
- Strategic thinker with the ability to develop and implement comprehensive fundraising and grant management strategies.
- Proficiency in donor management software and fundraising platforms.
- Strong leadership and team management skills, fostering a collaborative and results-driven work environment.



- High level of integrity, ethics, and a commitment to upholding the organization's values.
- Flexibility and adaptability to work in a dynamic and evolving nonprofit environment.
- Knowledge of the nonprofit sector, fundraising trends, and philanthropy best practices.

Salary Range: \$70,000 - 82,000 per year. In addition to Monthly Healthcare Stipend, and 3% salary match for personal retirement fund.