



Position Announcement: Development Director

Candidate Review: **Starting August 20 with October 4 deadline to submit**

Reports to the Executive Director for Realize Bradenton

This is a full-time position with excellent benefits including health and life insurance, paid time off and holidays, 401K match, professional development, and much more!

IS THIS YOU?

Do you want to work in a creative, team environment that supports professional development and discovery?

Are you interested in exploring the leading edge of placemaking, place branding, and civic engagement with an award-winning non-profit?

Have you wondered how people can successfully work together using entrepreneurial strategies for greater community good?

Are you experienced in developing and stewarding relationships that drive pride, passion, and purpose?

If this intrigues you, join the Realize Bradenton team to execute innovative development strategies that create positive results.

REALIZE BRADENTON

Realize Bradenton is a non-profit organization that brings people together to build a vibrant, healthy Bradenton using arts, culture, heritage, and food. Our work results in cultural, social, physical, educational, and economic revitalization that shapes a community where people want to contribute, live, work, and play. We deliver consistent results using cross-sector partnerships, creative campaigns, lively events, and support for the next generation of great leaders.

This is a great time to join Realize Bradenton, as we build on the foundation of our first 10 years and look to grow our impact as an award-winning, nationally recognized organization. Our staff members strive to balance community, collaboration, innovation, and responsiveness with food and fun.

PERSONAL TRAITS

- Passion, advocacy, and excitement for the mission of Realize Bradenton
- Intellectual curiosity, confidence, and ability to apply best practices development skills to an organization that transforms lives and builds community
- Poise, credibility, and relationship skills to work with diverse constituencies
- Strong personal work ethic with a sense of humor and perspective

- Entrepreneurial, creative, collaborative style with the ability multi-task
- Integrity and honesty
- Team-orientated and mission-driven professional with a desire to create and build

DUTIES AND RESPONSIBILITIES

Responsible for the development, implementation, and evaluation of Realize Bradenton's comprehensive fundraising plan in partnership with the Executive Director:

- Serve as the organization's major gift fundraiser, identifying, cultivating, soliciting, and stewarding key donors and prospects
- Build a strong portfolio of major gift prospects and donors working with the Executive Director
- Develop and implement an ongoing annual giving program
- Develop and maintain a data base of donors and prospects in Donor Perfect
- Ensure and maintain the Culture of Philanthropy throughout the organization and with the Board of Directors
- Collect, interpret, and report analytics to determine fundraising effectiveness and on-going improvements
- Work with the Event Manager to leverage annual events to increase friends and donors
- Work with the Communications Manager to ensure a philanthropic perspective to the external strategic communications plan which includes four websites, newsletters, and social media campaigns
- Work with the Community Engagement Coordinator to introduce strategies that attract donations from volunteers and our Millennial and Gen Z constituencies
- Remain up-to-date on current fundraising, being used in the non-profit sector, as well as current tax law affecting charitable giving
- Act as an advocate for Realize Bradenton in activities and in making presentations
- Ensure the annual financial goals of philanthropy are met

IDEAL CANDIDATE

- A deep, abiding passion for the mission and goals of Realize Bradenton
- Belief and support in donor-centered philanthropic culture
- Proven ability to articulate a compelling vision and inspire board, staff, donors, volunteers, and public to help achieve it
- High emotional intelligence and ethical standards
- A high degree of self-motivation, ingenuity, and creativity
- Open minded, adaptable, and collaborative
- Ability to maintain positive and authentic relationships
- Comfort and confidence in asking for and closing major gifts
- Enjoy working in a fast-paced, dynamic, and quickly changing environment
- Highly organized with attention to detail
- Excellent at follow-through and donor customer service
- Commitment to diligently documenting contact information, prospect research, and interaction reports

- Excellent verbal and written communication skills
- Ability to write clear, concise, and compelling proposals, letters, reports, and grants
- Proficient in donor management software using Donor Perfect or a similar software
- Willingness to be mentored and/or mentor others
- A passion for bringing diverse people together to build a vibrant, healthy community using arts, culture, heritage, and food

REQUIREMENTS

Minimum qualifications include a bachelor's degree, 3 to 5 years of development or related work experience, and demonstrated success in marketing, communications, and fundraising.

A background in a for-profit or non-profit environment in a staff position or volunteer leadership role is a plus. Economic Development and / or Cultural Development experience and CFRE is a plus.

IF THIS OPPORTUNITY EXCITES YOU!

Submit a resume. Include a cover letter that highlights a few reasons you're an ideal candidate. Focus on how your past experiences have prepared you for this opportunity.

With the Subject Line: CONSIDER ME FOR REALIZE BRADENTON

Send to Karen@MBJgroup.com

Deadline is October 4, 2019