



Job Description

Job Title: Chief Development Officer
Status: Full-Time
Work Location: Hazlet, NJ
Responsible To: Executive Director

About 180 Turning Lives Around

180 Turning Lives Around is the state-designated comprehensive domestic violence and sexual violence service agency for Monmouth County, NJ. All of our services, including emergency shelter, safe housing, counseling, and outreach, are free and confidential, and rely significantly on private support.

Position Summary

180 Turning Lives Around seeks a skilled and seasoned Chief Development Officer to lead all private fundraising, including the annual fund, major and planned gifts, corporate and foundation grants, special events, and other campaigns. This position oversees, provides leadership to and is supported by a development department consisting of a Special Events Coordinator, Communications Coordinator, Corporate and Foundation Grants Manager and Grant Writer, and a shared Executive Assistant. In collaboration with the Executive Director, the Chief Development Officer develops strategies to achieve and grow budgeted targets. The successful candidate will be able to develop a portfolio of major donors for cultivation, solicitation and stewardship while working with the Executive Director and Board of Directors to cultivate relationships and raise funds from varied sources. The Chief Development Officer also works in partnership with the Chief Program Services Officer, Chief Operating Officer and the communities served by 180's mission to sustain and secure new funding sources.

Minimum Qualifications

- Bachelor's Degree
- 5+ years of professional experience in nonprofit environment leading fundraising and donor development
- Ability and experience working with cross-departmental leaders to partner on proposals and develop strategy
- Track record of increasing revenue and proven experience in initiating, developing, and maintaining relationships with large network of donors
- Excellent verbal, written and organizational abilities. Strong attention to detail.
- Highly functional with Microsoft Office (Word, Excel and PowerPoint) and Google Workspace (Gmail, Docs, Slides, Storage, Calendar)
- Fluency in CRM/donor software, Excel and data analysis / experience with Blackbaud-Raiser's Edge
- Effective in a fast-paced environment and eager to contribute to collaborative goals
- Collegial team player able to interact effectively with community – energetic, enthusiastic, team builder with strong work ethic

Responsibilities

- Partner with the Executive Director to develop fundraising goals and strategies to expand fundraising efforts to new potential sources of support
- Develop and implement a written annual development plan in conjunction with the Executive Director and Chief Communications Officer that helps 180 grow its efforts and effectiveness and tells its story to broader networks
- Build and extend fundraising campaigns, expand menu of cultivation and engagement activities with high impact donors and influencers
- Oversee the planning, execution and growth of events
- Set strategy surrounding major events and major donor development and cultivation
- Identify and secure gala honorees and major sponsors
- Support the Board of Directors in identifying and soliciting funding sources and utilize their networks for organizational support and growth
- Develop and implement a major gifts program
- Establish a planned giving society
- Actively assist the Executive Director and the Board with identifying, engaging and recruiting new Board members
- Support, prepare and strategically deploy the Executive Director to meet with key potential and existing major donors
- Organize tours, lunches, and other cultivation opportunities
- Identify opportunities to tell mission-related stories that engage and inspire the community
- Represent 180 at various donor events and strategically at public gatherings
- Collaboratively support external communications efforts, provide input into strategy and content for evolution of website, monthly e-communications, social media marketing and mobile technologies, creation of appeals, fundraising materials, client stories, annual reports and donor communications
- Network in the community and esteemed philanthropy circles to drive mission and organizational awareness and support
- Regularly report on development program results to the Board
- Provide progress reports and updates to key funders and stakeholders
- Establish and maintain effective relationships with corporate and foundation representatives, civic and community leaders, as well as staff and clients
- Manage outside consultants as needed depending on various projects
- Ensure the accurate and timely processing and acknowledgment of all donations
- Supervise and mentor Development Department staff

Compensation

\$100,000 - \$125,000 salary commensurate with experience
Comprehensive benefits package

180 Turning Lives Around is an Equal Opportunity Employer.
Candidates of all backgrounds are welcomed to apply.