

NEOPAT DIRECTOR OF DEVELOPMENT JOB DESCRIPTION

POSITION SUMMARY:

The Northeast Ohio Foundation for Patriotism (NEOPAT) Director of Development is responsible for planning, organizing, directing, and building out all of NEOPAT's fundraising including, the major gifts program, annual fund, planned giving, special events, capital campaigns, and endowment strategy development. The Director works closely with The Executive Director and the Board of Directors in all development and fundraising endeavors.

QUALIFICATIONS:

- Must embrace the mission of NEOPAT
- Strong interpersonal and writing skills.
- Have knowledge and experience in fund raising techniques, particularly major gift fundraising.
- Possess the skills to work with and motivate staff, board members and other volunteers.
- Have the desire to get out of the office and build external relationships.
- Be a "self-starter" and goal driven to initiate donor visits and fundraising calls.
- Be organized and exhibit "follow through" on tasks and goals.
- Display a positive attitude, show concern for people and community, demonstrate presence, self-confidence, common sense and good listening ability.
- A bachelor's degree preferred.
- Experience in professional fundraising, grant writing, and donor development strategy build out.

ACTUAL JOB RESPONSIBILITIES:

1. Meet prospective donors and supporters on a continual basis to establish effective communications with them.
2. Grow a major gifts program including identification, cultivation and solicitation of major donors.
3. Oversee grant seeking including research, proposal writing, and reporting requirements.
4. Build out the planned giving program with a focus on deferred gifts such as bequest expectancies, and endowment structure development.
5. Direct the annual fund program, including mailings and annual fundraising drives.
6. Direct capital campaigns and other major fundraising drives.
7. Coordinate fund raising special events.
8. Direct employee fundraising drives.
9. Oversee prospect research.
10. Work closely with NEOPAT Executive Director, and Board of Directors especially as it relates to program build out and endowment strategy development.

11. Make public appearances/accept speaking engagements to share information about the NEOPAT with the community.
12. Staff Board Development Committee meetings.
13. Oversee fundraising database and tracking systems.
14. Supervise and collaborate with other fundraising staff.
15. Oversee creation of publications to support fund raising activities.
16. Maintain gift recognition programs.
17. Demonstrate professional conduct at all times.
18. Perform other related duties as requested.

SALARY/BENEFITS:

- Position as employee or independent contractor to be determined.
- Monthly retainer competitive/commensurate with experience and other qualifications and negotiable.

APPLICATION:

E-mail resume to Rick DeChant at NEOPAT at: rdechant@neopat.org.

Note that the Northeast Ohio Foundation for Patriotism is an equal opportunity employer.