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DIRECTOR OF DEVELOPMENT GEORGIA COALITION AGAINST DOMESTIC VIOLENCE

Position: Director of Development

Status: Full-time, exempt, salaried

The Georgia Coalition Against Domestic Violence (GCADV) envisions a Georgia free of domestic violence. Our mission is Collaborate. Advocate. Educate. Empower. We empower survivors and the programs that strengthen them, educate the public, and advocate for responsive public policy. Our strength is in numbers as we collaborate throughout Georgia to stop domestic violence. For 43 years, GCADV has been the statewide voice advocating an end to domestic violence in Georgia. Representing domestic violence agencies, advocates, allied individuals, and survivors throughout the state, we foster quality services for victims by increasing the capacity of our 50+ members, mobilize a statewide voice to shape and strengthen public policy, and educate the public to take action and prevent domestic violence.

Position Summary: GCADV is looking for an experienced fundraising professional to join its team in the newly created role of Director of Development. This position will oversee all GCADV fundraising activities and cultivate relationships within the community, including planning and executing events, interacting with former donors to encourage ongoing contributions, creating new donor relationships, and seeking out opportunities for financial support through sponsorships.

Responsibilities

- Create and execute GCADV's annual fundraising plan which includes an annual fund mailing, semi-annual fundraising drives, events, developing grant proposals, securing corporate sponsorships, and engaging in direct solicitations of support
- Expand GCADV'S base of support among foundation, corporate and individual donors while sustaining and furthering relationships and care of foundations, corporations, and other donors keeping them engaged, informed, and inspired to grow long-term funding relationships
- Coordinate and oversee all fundraising efforts working closely with the Executive Director, staff, Board members, and partners
- Meet with prospective and current donors to establish and strengthen relationships
- Implement and coordinate GCADV's two annual fundraisers--GCADV's Race for Empowerment and an annual Fall Event—as well as develop additional fundraising special events
- Collaborate with the Communications Manager to design, create, and produce all media and collateral associated with fundraising efforts
- Create and implement a donor database in support of donor relationship management, marketing, communications, and growth

- Develop and implement a structured donor recognition program
- Monitor fundraising expenditures and progress against budgetary plan and take appropriate measures to meet top and bottom-line development goals, ensuring a high return on investment in meeting revenue targets
- Bring practical insight and best-practice strategy to the work of the Board of Directors in revenue generation and serve as a resource to the Board who engage in prospect/donor cultivation
- Provide timely and accurate reporting to the Executive Director, Board of Directors, and supporters to ensure transparency of development efforts
- Be an active, bold, and effective networker to strengthen corporate, foundation, high-wealth individual, and commercial relationships
- Develop and implement strategic plans and best practices for revenue growth, driving and encouraging creativity
- Serve as staff liaison to the GCADV Fundraising Development Task Force
- Prepare and submit regular Fundraising updates to the Fundraising Task Force as requested

Knowledge and Competencies

- Commitment to GCADV's mission
- Proven track record of achieving financial goals & successful strategies
- Strong interpersonal, verbal, and written communications skills coupled with working independently, efficiently and a detailed-orientation approach to work
- Ability to collaborate with colleagues across the organization, exhibit flexibility to respond to changing priorities, and contribute toward a positive work culture.
- Strong facilitation skills with the ability to develop and effectively maintain collaborative relationships with a range of diverse donors, partners, corporations, GCADV Board of Directors, and others as identified
- Demonstrated experience with peer-to-peer fundraising and corporate relationships/sponsorships
- Strategic thinking abilities with strong planning, organizational, implementation, and time management skills
- Public presentation capabilities to engage small or large groups of participants, volunteers, and donors
- General computer proficiency, competence with office software, as well experience with various fundraising and e-commerce platforms

Special Requirements

- Travel may be needed to visit various sites and donors in the Georgia area for donor cultivation. Access to reliable transportation is required
- In-person presentations to the Board of Directors as requested to review progress in strategic revenue growth in sustainable development, major gifts
- Ability to occasionally work outside of traditional business hours

Cultural Competency and Antiracism

- Maintain a personal commitment to cultural competency and antiracism
- Identify and promote cultural competency and antiracism as a high priority in all communications, both written and verbal
- Support key strategies and initiatives for promoting cultural competency and antiracism work
- Work both individually and as part of the GCADV team on cultural competency and antiracism strategies and initiatives
- Actively participates in and contributes to tasks, meetings, and projects in conjunction with GCADV's Undoing Racism Plan

Additional Responsibilities:

- Adhere to and promote GCADV's Vision, Mission, Guiding Principles of Unity, and Cultural Competency Standards
- Contribute to a positive and productive work environment

Minimum Education and Experience

- Bachelor's degree from an accredited college/university preferred
- 5+ years of progressive responsibility and related experience in nonprofit development and fundraising

Compensation: Starting salary commensurate with experience, within a range of \$70,000 – \$80,000 per year. GCADV provides flexibility, a hybrid office environment, and excellent benefits—including health, dental, vision, and life insurance; retirement match; and generous vacation leave and holidays.

To Apply: Applications will be reviewed and interviews conducted on a rolling basis until the position is filled. To be considered, please email a cover letter and a resume with your qualifications to hr-gcadv@gcadv.org. We will accept applications only by e-mail. NO PHONE CALLS PLEASE. All applications will be kept strictly confidential.

GCADV is an equal opportunity employer with a commitment to diversity and encourages all qualified applicants to apply, including but not limited to people of color, people with disabilities, and survivors of domestic violence.