



## Director of Development

Project Morry is a comprehensive, year round youth development organization dedicated to empowering children from under-resourced communities to envision a positive future. Our nine year commitment to each child seeks to close the opportunity gap through a combination of academic enrichment and support, an exceptional summer camp experience, and one-on-one mentoring.

Project Morry changes outcomes for students from the tri-state area by improving opportunities through proven programs: 98% of Project Morry students graduate from high school on time, 85% attend college and 91% of those who attend college graduate. In addition to their academic success, Project Morry students exemplify our principles of teamwork, positive core values, volunteerism, and personal responsibility. They are leaders at school and in their communities.

### **Position**

The Director of Development for Project Morry is an energetic and hands-on leader. S/he will be responsible for managing a dynamic multi-platform fundraising strategy including individual giving, corporate and foundation support, events, and direct mail in collaboration with Project Morry senior leadership and the Board of Directors.

- Create and implement a comprehensive fund development plan for increasing revenues and building sustainable streams of funding from individual giving, corporations, foundations, and special events.
- Develop yearly overall funding goals as well as specific goals for each funding stream. Establish donor retention, moves management, and leadership giving goals.
- Manage board committees related to events and fund development to maximize participation and collaboration.

### **Major Gifts/ Individual Giving**

- Develop and implement a plan to cultivate and provide stewardship to major donors. Serve as one of the organization's lead solicitors and relationship managers for gifts at all levels.
- Manage the ongoing stewardship and active engagement of donors through recognition, appreciation events, and communication plans.
- Support the Executive Director and Board by providing research, support materials, talking points, and managing logistics for donor meetings and site visits as needed.

### **Foundations/ Corporations**

- Supervise the grant writing consultant in the completion and submission of new and renewal grant applications and required reports. Write and edit documents as needed.
- Cultivate new and existing foundation and corporate relationships.

### **Events**

- Coordinate the planning and execution of Project Morry's annual Fall Benefit and Spring young professionals event as well as targeted cultivation events.
- Set revenue goals and strategies, including identification and solicitation of sponsorship opportunities.
- Manage event consultants.

### **Communications/ Community Relations**

- Manage social media and other marketing/graphic design consultants to develop and implement an integrated and compelling communications calendar including direct mail, traditional and social media.

- Establish strategic partnerships with businesses, foundations, and other nonprofits that advance Project Morry's mission. Act as a spokesperson for Project Morry, attending events, conferences, and other networking opportunities to represent the organization in the community.

### **Qualifications**

- Knowledge and experience with individual/major giving required. A proven track record raising funds, specifically in soliciting and closing new gifts.
- Experience in donor communications, special events, and corporate and foundation grants preferred.
- An engaging personality capable of energizing donors and stakeholders about Project Morry's mission and programs. Skilled at building relationships by understanding donor needs at different levels.
- Proactive problem solver in an entrepreneurial environment. Able to think strategically and analytically with excellent follow through and attention to detail. Strong project management skills required.
- Flexible team player with a high level of professionalism who works collaboratively.
- Exceptional written and verbal communication skills.
- A minimum of 5 years of progressively responsible development experience in the nonprofit sector.
- Bachelor's degree required.
- Proficiency in Salesforce preferred.

Project Morry is an equal opportunity employer. People of color, women, people with disabilities, immigrants, veterans, members of the LGBTQ community, and those with lived experiences in the communities we serve are strongly encouraged to apply.

### **Compensation**

This is an outstanding opportunity for a highly motivated individual to assume a pivotal role in a fast-growing, well respected organization. Project Morry is prepared to offer an attractive compensation package, including a competitive base salary as well as health, 403(b), and vacation benefits.

### **How to Apply**

Please send resume and cover letter to Shanna Gumaer, Chief Operating Officer, at [Shanna@ProjectMorry.org](mailto:Shanna@ProjectMorry.org). No calls please.