

SC Center for Fathers and Families Regional Director of Development

SUMMARY:

The **Regional Director of Development** for the Low Country serves as the leader and front-line fundraiser of A Father's Place based in Conway/Georgetown and Father to Father based in Charleston. These regional based organizations are affiliates of the South Carolina Center for Fathers and Families (SCCFF). A newly created position, the director is charged with building and sustaining the fundraising function of the local organizations with the goal of developing robust, diversified contributed revenue streams from all available funding sources including individuals, local government and private agencies, and foundations and corporations.

Working closely with the Center and local fatherhood organizational leadership, the Regional Director of Development for the Low Country is charged with designing and growing an annual fund; gift portfolio management; identifying other community funding possibilities; creating and executing special events; board cultivation, development marketing, and all fundraising related campaigns and initiatives within the designated region.

MAJOR RESPONSIBILITIES:

- Identify, steward and cultivate new and existing donors.
- With Executive and Sr. Directors, board members and volunteers, participate in prospect review sessions to develop the best strategies for identifying and cultivating prospects.
- Regionally execute the statewide multi-year development plan; lead additional local initiatives.
- With the aim of year-over-year growth, increase contributed revenue from all available sources.
- Oversee the annual giving program, including but not limited to appeals, giving days, social media campaigns, cultivation events, participation in targeted groups and so forth.
- Strategically plan and execute local special events.
- Lead regional fundraising marketing efforts, including but not limited to creating/pitching press releases, social media posts/campaigns, digital marketing, website updates, SEO/SEM.
- Work collaboratively with the Center's grants team and/or produce local grant or other funding applications as needed.

QUALIFICATIONS/REQUIREMENTS:

- Bachelor's degree required; Master's degree preferred.
- 5-10 years development experience.
- Passion for the mission of SCCFF and the local fatherhood organization.
- Strong fundraising generalist background of annual appeals, major gifts, grants, special events, development communications and stewardship.

- Experience in the constant movement of prospects toward closure.
- Excellent interpersonal, verbal, listening and written skills.
- Superior maturity and leadership skills.
- Proven ability to work with diverse constituencies.
- Demonstrated ability to plan, set, and realize goals.
- Manage time and resources in support of such goals.
- Knowledge of Raiser's Edge and other development tools preferred.
- Desire to be part of a team essential; mixed with the ability to work independently.
- High energy and a good sense of humor.

The ideal candidate will be able to demonstrate understanding and commitment to upholding the identity and values of the South Carolina Center for Fathers and Families and have a strong comfort level in a faith-based environment.

This is a full-time, professional-level 40-hr per week position. May require some night and weekend work. Competitive salary, excellent benefits, collegial work environment.

To apply, submit your cover letter and resume to Lyn Ramage at lrimage@scfathersandfamilies.com.