



## Director of Development

**CATEGORY:** Full Time

**REPORTS TO:** CEO

**LOCATION:** Orlando, FL. Must live (or be willing to relocate to) Orlando. Frequent domestic and international travel

**COMPENSATION:** Commensurate based on skills and experience.

**BENEFITS:** Flexible vacation policy, retirement plan with employer match after 90-day review, company phone, company computer, professional development opportunities

REBUILD globally (RG) is a nonprofit organization growing an educated and skilled workforce in Haiti and ensuring a pathway to employment. We believe education and job training are the most powerful weapons in the fight against extreme poverty. We create powerful and holistic programs that empower individuals to obtain degrees, work placement, and end the cycle of poverty in their own lives, their families' lives, and in their communities.

### POSITION SUMMARY:

The Director of Development is responsible for planning, organizing, and implementing all of REBUILD globally's fundraising initiatives including, major gifts, annual fund, corporate giving, special events, and capital campaigns. This person will also lead the marketing and communication strategies needed to reach financial goals. The Director of Development will work closely with the CEO and the Board of Directors in all development and fundraising endeavors.

### QUALIFICATIONS:

- Must embrace the mission of REBUILD globally
- Superior interpersonal communication and writing skills
- Demonstrated successful experience in fundraising, particularly major gift fundraising
- Ability to work with and motivate staff, board members, community partners and volunteers
- Experience in building successful external relationships for advancement of our mission
- Must be a "self-starter" and goals driven to initiate donor visits and fundraising calls
- Be extremely organized, detail oriented, and exhibit "follow through" on tasks and goals
- Display a positive attitude, show concern for people and community, self-confidence, ability to engage high net worth individuals, Board members and high net worth individuals.
- Highly competent in interpreting data
- Management experience
- A master's degree in Business Development, Nonprofit Management, Communications, or similar
- 3 years minimum experience in professional fundraising

## **JOB RESPONSIBILITIES:**

### **Fundraising:**

- Responsible for carefully planning, executing and raising \$400k annually to benefit REBUILD globally
- Plan, execute and manage committee for annual gala, Runway to Haiti, focusing on corporate sponsorships
- Meet current and prospective major donors for stewardship and solicitation purposes. Should expect to set up 1-2 meeting a week
- Direct quarterly capital campaigns and other major fundraising initiatives
- Coordinate fundraising special events, including Discovery Trips and Discovery Dinners
- Lead Board Stewardship Committee meetings
- Oversee fundraising database, Network for Good and tracking systems
- Support grant research in collaboration with CEO
- Create and execute the donor retention plan and grow individual giving donor base via one time and monthly giving

### **Marketing & Communications**

- Ensure timely and accurate report deliveries to funders and donors as needed
- Work closely with CEO and Director of International Partnerships to create quarterly impact reports and annual report
- Build out and manage the virtual team and interns to execute the communication and marketing plan including but not limited to website maintenance, photo/video collateral, social media, blog posts, and monthly newsletters
- Develop print marketing collateral related to fundraising in collaboration with other team members
- Perform other related duties as requested.

### **Travel:**

- Willing and able to travel to Haiti as needed

### **How to apply**

Qualified applicants email resume, cover letter and references to [info@rebuildglobally.org](mailto:info@rebuildglobally.org). Attn: Julie Colombino. Please put Director of Development Applicant in subject line.