

## **Director of Development**

### **Position Available**

The Food Research & Action Center (FRAC), the nation's first and leading policy and advocacy organization dedicated to fighting poverty-related hunger and injustice is looking for a **Director of Development** to lead its fundraising efforts.

The Director of Development will forge relationships to build FRAC's visibility and financial resources and serve as an ambassador for the organization, building and deepening engagement with funders and driving broader awareness and support for the organization.

This position reports directly to, and works closely with, FRAC's president; senior leaders of the organization; and the board of directors. They will lead and supervise a team of four full-time staff.

### **Organizational Background**

FRAC is the nation's leading policy and advocacy organization dedicated to fighting hunger and injustice. FRAC works to improve the nutrition, health, and well-being of people struggling against poverty-related hunger in the United States through advocacy, partnerships, and by advancing bold and equitable policy solutions. To attain this mission, FRAC engages in research, policy analysis and advocacy, coalition-building, outreach, technical assistance and training, and an array of communications strategies. In partnership with hundreds of national, state and local nonprofit organizations, public agencies, corporations, schools, and labor organizations, FRAC addresses hunger and food insecurity, and poverty as their root cause.

### **What's attractive to the right candidate?**

- We have a 50-year proven history of successful advocacy.
- Managing a broad portfolio of responsibility, you will be critical to our organization's long-term success.
- With a seat at the table to help shape the organization's future, you will work directly with FRAC's leadership and the board of directors.
- You will be joining an effective, committed, high-performing group of colleagues who are regarded in the community and nationally as leaders on anti-hunger policy.

### **Key responsibilities include, but are not limited to:**

- Create and implement a comprehensive strategic plan for development to secure donors and increase fundraising opportunities.
- Support and partner with the president and board Development Committee on all major fundraising initiatives including foundation grants, annual benefit dinner, corporate sponsorships, and individual donors.
- Cultivate and develop relationships with key philanthropic partners.

- Monitor and report regularly on the progress of the development plan to the president and board.
- Collaborate closely with the communications director on all fundraising-related and corporate marketing and communications.
- Oversee the full cycle of donor stewardship and attendant documentation.
- Build off of existing high organizational regard in the foundation and policy communities to diversify revenues including -but not limited to major gifts, planned giving, digital, service and other innovative philanthropic models.

**A well-qualified candidate will possess the following:**

- Fifteen (15) or more years of work experience to include a minimum of ten (10) years of nonprofit fundraising or related experience.
- An established track record of successful philanthropy and relationships with foundations, corporations, and high-net-worth individuals. Including demonstrated leadership securing major gifts.
- Excellent interpersonal skills; with the ability to communicate goals and priorities effectively, build relationships and work collaboratively across multiple organizational functions (e.g., Programs, Communications, etc.), to achieve alignment on development and fundraising strategies and approaches.
- Exceptional and versatile writing skills including the ability to draft compelling fundraising proposals and make presentations to the board of directors and other external parties.
- Experience in digital marketing, social media campaigns, and online solicitation strategies.
- Ability to manage multiple priorities and make sound business decisions, which support organizational strategies and goals.
- An ability to consistently demonstrate respect, professionalism, and sound judgment at all levels internal to the organization and externally as a representative of FRAC.
- Demonstrated commitment to working for social justice.
- Demonstrated leadership capacity at a senior level.

**Salary and Benefits**

The salary floor for this position is \$123,200 and the salary midpoint is \$154,000 and is commensurate with experience; excellent health, dental, vision, retirement, and other benefits; generous leave; enthusiastic and supportive staff.

**To Apply**

Click [here](#) to submit a résumé, cover letter, brief writing sample (no more than four pages).

No phone calls please.

**Opening/Closing Dates**

The position is available immediately. It will close when filled. However, FRAC seeks to hire a qualified individual as soon as possible.

FRAC is especially interested in candidates with lived expertise with hunger or poverty who can contribute to the diversity of the organization.

FRAC is an equal opportunity, affirmative action employer. FRAC is firmly committed to a policy against discrimination based on age, gender, race, religious creed, sexual orientation, disability, or ethnic or national origin.