

Director of Development

UMAR – Charlotte, NC

Job Title: Director of Development

Salary & Benefits:

Negotiable dependent upon credentials and experience. Full benefits package (Health Insurance, Dental & Vision, Section 125 pretax health savings account offered to all employees. 403(b) retirement, PTO, Short term disability, Long Term Disability Merit-based bonuses, mileage reimbursement, life insurance, EAP, tuition reimbursement program.

Location: Charlotte Corporate Office

Description of Work:

In partnership with the President, the Development Director (DD) is responsible for all fundraising and development activities, including marketing and public relations, through management of the Development Team. The successful candidate will help forge new relationships and nurture current ones to build UMAR's visibility, impact, and financial resources. The DD also will design and implement a comprehensive plan for developing key external alliances by cultivating individual and philanthropic support.

The DD will have primary responsibility for establishing and implementing the infrastructure needed to supplement and grow UMAR's operating budget through the solicitation of major and planned gifts, grants, special events, support from faith-based communities and utilization of volunteers.

The DD will expand and diversify UMAR's donor base and work closely with other team members to secure funding for new initiatives. In addition, the DD will work closely with the board of trustees, supporting them as they take on a more active fundraising role. It is expected that the amount raised by UMAR will increase in future years as the DD systematically and effectively strengthens the organization's overall fundraising capacity.

Minimum Education and Experience:

Bachelor's degree required, master's degree a plus. Must have 5 or more years of fundraising experience.