



Chief Development Officer

Posting Date: December 1, 2020

Reports to: Chief Executive Officer

BACKGROUND

Blessings in a Backpack (Blessings) mobilizes communities, individuals, and resources to provide food on the weekends for elementary school children across America who might otherwise go hungry. Each week of the school year, Blessings and its thousands of volunteers and partners send a bag of food home with children who, during the week, are fed by the free and reduced-price meal program.

During the 2019-2020 school year, approximately 88,000 children at over 1,000 schools across the country received a bag of weekend nutrition from Blessings in a Backpack each week.

POSITION SUMMARY

Reporting to the chief executive officer, the Chief Development Officer serves as a key leadership team member. In partnership with the chief executive officer, this position is responsible for all national fundraising and development activities and results, leading the national fundraising team. Additionally, the position works with the chapter and volunteer support services teams to develop and support implementation of the fundraising strategy in their markets.

The successful candidate will help forge new relationships to build Blessings in a Backpack's visibility, impact, and financial resources. Working closely with the chief marketing officer, the Chief Development Officer will also design and implement a comprehensive plan for developing key external alliances by cultivating individual and philanthropic support.

The Chief Development Officer will have primary responsibility for establishing and implementing the strategy and infrastructure needed to grow a \$12M budget through the solicitation of major gifts, individual giving, corporate and foundation support, and events on the national level and supporting the replication of the strategy, processes, and procedures within the chapter and volunteer levels.

She or he will expand and diversify Blessings in a Backpack's donor base/pipeline and work closely with other team members to secure funding for new initiatives. In addition, the Chief Development Officer will work closely with the board of directors and support board members as they take on a more active fundraising role.

It is expected that the amount raised by Blessings in a Backpack will increase in future years as the Chief Development Officer systematically and effectively strengthens the organization's overall fundraising capacity.

While the preference is that this position works from the Chicago office, this can be a remote position located in any geographic area within the country.

ESSENTIAL DUTIES AND RESPONSIBILITIES

With a focus on increasing Blessings in a Backpack's fundraising revenue and developing a comprehensive and cohesive fundraising strategy across the organization, key responsibilities include:

- Develop and implement of the organization's fundraising strategy, annual goals, and business plan to reach those goals, including cultivation, solicitation, recognition, and stewardship of individuals, corporations, foundations, and other philanthropic partners.
- Further expand the organization's use of a cohesive fundraising strategy and procedures that are tailored and implemented on the three levels of the organization: national, chapter, and volunteer-driven community level.
- Manage a portfolio of high-level donors, working closely with the chief executive officer and members of the Fund Development team.
- Track results to goals, including key performance indicators, revenue, and other measurements.
- Manage expenses for the national fund development team to gain the highest ROI possible.
- Manage and support the national fundraising team as they engage and expand their donor portfolios, implement their business plan, and grow professionally.
- Support and partner with the national board of directors as they strive to engage their networks in Blessings in a Backpack's work.
- As needed, represent Blessings in a Backpack in the community, including at public appearances and speaking engagements.
- Model and support the organization's culture with staff, volunteers, and other stakeholders.
- Stay apprised of advancements and changes pertinent to fundraising and the development professions overall. Direct and lead adaptations in Blessings' strategy and practices in accordance with industry developments and changes.

BASIC QUALIFICATIONS

The ideal candidate will be a proactive leader and strategic thinker with a proven track record in fundraising and donor relationship management. Basic qualifications include:

- Bachelor's degree required.
- Minimum seven years of fund development experience, including three years managerial.
- Proven track record of developing and implementing a fundraising strategy and team to raise support from diverse sources, securing \$1M annually.
- Experience in developing and implementing a strategic approach for the identification, cultivation, solicitation, recognition, and stewardship of donor prospects, including individuals, corporations, and foundations.
- Demonstrated excellence in organizational, managerial, and communications skills, both written and verbal.

- Demonstrated commitment to accountability, measuring outcomes, and a results-oriented culture with the ability to gather and analyze data.
- Desire to make an impact on the lives of food insecure children in at fast-paced, entrepreneurial environment.
- Knowledge of donor databases and proficiency in Microsoft Office programs.
- Ability to handle and prioritize multiple projects while maintaining attention to detail.
- Ability to work with diverse groups of people.
- Sound judgment, professionalism, and a positive attitude.
- Resourcefulness, creativity, and strong problem-solving skills
- Ability to travel nationally as needed, approximately 6-8 times a year

PREFERRED QUALIFICATIONS

- Advanced degree in nonprofit or business management preferred.
- Fund development experience in an organization with a national/chapter structure
- Knowledge of Raisers Edge donor database

BENEFITS

Medical Insurance, Dental Insurance, Vision Insurance, Life Insurance, Short-Term Disability Insurance, Paid Time Off, Paid Holidays, Paid Winter Break, Summer Fridays, FSA Plan, 403(b) Plan

Relocation assistance is not available.

Interested individuals should send cover letter and resume to carolb@blessingsinabackpack.org.

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