



Job Title: Managing Director, Southwest Florida Chapter

Location: Fort Myers, FL

Position Type: Full time, Exempt

Reports To: Vice President, Southeast Region

Salary Range: \$90,000 - \$110,000

Posted On: April 10, 2025

BACKGROUND

Blessings in a Backpack mobilizes communities, individuals, and resources to provide weekend food for school-aged children across America who might otherwise go hungry. Blessings envisions a future where every school-aged child in America has the nourishment needed to learn and grow. Guided by a 'One Team for All Kids' philosophy, Blessings is committed to transforming operations to drive measurable impact and growth in core markets, building on a remarkable legacy of providing 30M hunger-free weekends and reaching over 1M children in just 15 years.

Founded in Louisville, Kentucky with an office in downtown Chicago, Blessings has grown tremendously and currently consists of 7 regional chapters, 1200+ community-driven programs, 45 employees across 11 states, and a \$14M operating budget. Blessings is focused on evolving operations, maximizing mission delivery, and cultivating a culture of collective achievement.

The Blessings Southwest Florida Chapter currently serves over 8,000 children at nearly 35 schools. Established in 2014, the chapter is led by a managing director and supported by an esteemed advisory board comprising business, civic, and community leaders.

Here, you'll find an energetic environment where passion meets purpose, and every action contributes to building a brighter future for our community's children. Join us in making an indelible impact on the lives of Southwest Florida's children.

POSITION SUMMARY

The Managing Director will have overall responsibilities for implementing Blessings mission delivery in Southwest Florida, including fundraising and program operations. The Managing Director will focus on board development, local fundraising, volunteer management, program sustainability and expansion, and local operations. The

Managing Director will conceptualize and manage complex project plans, working in close collaboration with the Blessings regional and senior management teams and local advisory board.

The Managing Director is a direct report to the Southeast Regional Vice President, will manage a Chapter Coordinator and work with a regional team. The Southwest Florida Advisory Board is a key stakeholder.

ESSENTIAL DUTIES AND RESPONSIBILITIES

The Managing Director is responsible for the overall performance of the chapter and is accountable for fund development, budget management, and meeting the needs of its volunteers and board.

Key Responsibilities:

- Develop and implement fundraising strategies in concert with regional and organizational teams, including managing major gifts, corporate giving, foundation relations, and events;
event planning and on-the-ground implementation may be necessary.
- Manage the chapter's budget and ensure sufficient funds are raised to support its mission.
- Recruit, manage, and activate advisory board members
- Represent Blessings in a Backpack in the market, attending events, public speaking, and networking opportunities as needed
- Work with regional program team to ensure smooth operations
- Cultivate strong community relationships
- Manage the chapter coordinator to achieve chapter goals

BASIC QUALIFICATIONS

- Minimum five years of fund development experience in the Southwest Florida area, or comparable sales/revenue generation experience
- Major gifts experience is preferred
- Strong track record in board management and recruitment
- Demonstrated success in fundraising and fund development
- Experience in community outreach
- Excellent communication and relationship-building skills
- Passion for addressing childhood hunger and food insecurity
- Willingness and ability to attend local business and social events that require both workday and evening availability, plus travel within the chapter area
- Ability to travel overnight by airplane on a limited basis
- Proficiency in Microsoft Office programs
- Home office in the Fort Myers, Florida area
- Personal transportation (mileage is reimbursed in accordance with IRS rules)

- Valid driver's license

PHYSICAL REQUIREMENT

- Ability to lift and carry up to 30 pounds
- Ability to work some evening/weekend events
- Prolonged periods of sitting at a desk and working on a computer.
- The ability to communicate with colleagues, partners, and clients via phone, video call, and email.

WORK ENVIRONMENT

This position may be hybrid or fully remote, depending on the candidate's location. Relocation assistance is not provided. Occasional travel will be required for team meetings, training, and organizational events.

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

APPLY NOW: JOIN OUR TEAM AT BLESSINGS IN A BACKPACK

Interested individuals are encouraged to submit their applications by visiting our career page at: <https://blessings-in-a-backpack.breezy.hr/>

EQUAL OPPORTUNITY EMPLOYER

Blessings in a Backpack is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, creed, national origin or ancestry, ethnicity, sex, gender identity (including gender nonconformity and status as a transgender or transsexual individual), sexual orientation, marital status, age, physical or mental disability, citizenship, past, current or prospective service in the uniformed services, predisposing genetic characteristic, domestic violence victim status, or any other status protected by applicable federal, state, or local laws.

Blessings in a Backpack is committed to providing reasonable accommodation to individuals with disabilities. If you need reasonable accommodation because of a disability for any part of the recruitment process, please email HR at: HR@blessingsinabackpack.org