



**Volunteers
of America®**

SOUTHEAST LOUISIANA

Helping America's most vulnerable®

**Resource Development Director
Job Posting**

Volunteers of America Southeast Louisiana is a premier provider of effective and high-quality social services for children, families, veterans, seniors, and persons living with disabilities through a wide array of programs. Today, we seek to bring hope and healing to our region to help vulnerable populations in making life-affirming choices, promoting self-sufficiency and fostering positive physical, mental, emotional, and spiritual development. Annually, we serve over 50,000 individuals through more than 22 different programs in 16 parishes in southeast Louisiana.

With the same passion with which we serve our communities, we are passionate about our team - as our employees are our greatest asset. We are currently in search of a **Resource Development Director**. The Resource Development Director is an experienced relationship builder who is responsible for the oversight and successful execution of the Agency's resource development strategy. This position reports to the Vice President of Resource Development and Marketing.

Specifically, the responsibilities are as follows:

- Responsible for the development & execution of the Agency's fund development plan, including strategic goals and objectives to ensure appropriate, organizationally effective, and timely growth.
- Set annual and quarterly goals and metrics toward the successful execution of the agency's major gifts and planned giving strategies and provide development progress reports on a monthly basis.
- Manage Agency's major gift program including identification, qualification, cultivation, solicitation and stewardship;
- Responsible for the planning and execution of the Agency's Benevon fundraising plan, including point-of-entry events, community forums and its ask event, called Reach for the Stars breakfast.
- Responsible for the cultivation and stewardship of all prospects that have been identified through point-of-entry events and our ask event.
- Coordinate with the President & CEO, Vice President of Resource Development and Marketing, Board Members, and community leaders to build relationships and create donor engagement experiences in support of the Agency's resource development efforts.
- Provide support and advice to the President & CEO and the VP of Resource Development & Marketing in their donor portfolios.
- Manage Agency's planned giving program, including creating a plan to work with attorneys and financial planners on planned gift instruments and contracts.
- Supervise and mentor a Development Manager, who is responsible for the agency's golf tournament in March, annual fund efforts and maintains the integrity of the agency's donor database.
- Responsible for Agency's gift acknowledgement and donor stewardship programs.

Qualified candidates should possess the following experience and skills:

Experience

- A Bachelor's Degree
- At least seven years of experience in nonprofit resource development
- Significant expertise in fundraising methodologies and implementation
- Demonstrated prior success in closing major gifts (\$50,000+)
- Managerial experience
- Event planning experience
- Experience using Raiser's Edge
- Experience working in the social services industry, preferred
- Knowledge of the New Orleans non-profit fundraising ecosystem, preferred
- Certification as a Certified Fund Raising Executive (CFRE), preferred

Skills

- Excellent oral and written communication skills, especially in correspondence with donors and prospects
- Demonstrated leadership ability, confidence, and motivation as a self-starter
- Ability to work independently as well as collaboratively with colleagues
- Strong interpersonal skills and the ability to build relationships and interact with individuals of varying social and cultural backgrounds
- Ability to perform with a high-level of accuracy and attention to detail
- Ability multi-task and manage competing deadlines effectively
- Ability to generate and implement innovative ideas
- Ability to give and receive constructive feedback, as well as to implement feedback
- Professional and positive attitude with the ability to successfully navigate changing demands and shifting priorities

Interested Candidates should apply by clicking the link below.

<https://bit.ly/2SXZjwR>