



## **Director of Development Annual Campaign Cumming, GA**

Meals by Grace, a dynamic non-profit organization focused on bringing food, hope, and transformation to needy children and families, seeks a **Director of Development – Annual Campaign** (DOD). The successful candidate will set and achieve fundraising goals and plan and implement a development program to meet the organization's needs.

The DOD will report to and partner with the organization's Chief Development Officer. This newly created position has a ground-floor opportunity to build a dynamic development operation. Meals by Grace is headquartered in Cumming, GA, where it currently operates a food pantry and food delivery program for thousands of families in the northeastern suburbs of metropolitan Atlanta. Future plans include a large campus for wholistic care and training to fulfill their mission to bring food, hope, and transformation to children and families in need. For additional information on the life-changing work of this ministry, visit [mealsbygrace.org](https://mealsbygrace.org). To see their vision video [click here](#).

### ***Responsibilities***

- Work with the Chief Development Officer to determine annual fundraising priorities.
- Develop, organize, and execute each strategy of the fundraising program, including but not limited to:
  - Organizational giving (corporate gifts, in kind, peer-led, foundation programs)
  - Digital fundraising (social media, email)
  - Donor gifts (individual, recurring, major givers)
  - Fundraising events
  - Sponsorships (serve days and events, ministry events)
  - Grants

- Meet annual fundraising goals, leveraging staff, volunteers, Youth Board, Ambassador Program, and other internal resources.
- Identify and build relationships with new donors and grantors, leveraging LinkedIn, personal contacts, Board connections, and social/community interactions.
- Utilize story-branding, fundraising events, newsletters, social media platforms, and other means to reach as many donors and sponsors as possible.
- Create reports to analyze and measure progress toward fundraising goals.
- Continually look for new donation programs and opportunities
- Stay up to date on fundraising trends and best practices.
- Create relevant and informative fundraising literature to support various strategies and events in cooperation with Marketing and Communications teams.
- Utilize Ministry software tools; Virtuous CRM, Microsoft One Note and wealth screening software in accomplishing and recording the development team's activities. These software tools, Key Performance Indicators, and Dashboards will be used to track the attainment of goals.

### ***Qualifications***

- Minimum two years of proven success in professional fundraising
- Annual Fund experience, including copy creation, audience segmentation, etc.
- Bachelor's degree in business, non-profit management, or related field preferred
- Knowledge of fundraising strategies and principles
- Self-starter, goal-driven, independent worker, organized with exceptional follow-through.
- Positive “culture-keeper” team member, self-confident, good listener
- Excellent written and verbal communication skills
- Excellent interpersonal, emotional intelligence skills
- Proficient in Microsoft Office.

Meals by Grace is being assisted in this search by Columns Fundraising. Applications may be submitted to Columns through November 30, 2023, using [this online form](#).

If you would like to nominate someone for consideration, please use [this online form](#).