



Chief Development Officer Cumming, GA

Meals by Grace, a dynamic non-profit organization focused on bringing food, hope, and transformation to needy children and families, is seeking a **Chief Development Officer** (CDO). The successful candidate will set and achieve fundraising goals and plan and implement a development program to meet the organization's needs.

The CDO will report to and partner with the organization's Chief Executive Officer (CEO). 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. To see their vision video [click here](#).

Responsibilities

- Work with the CEO and Philanthropy Chair of the Board of Directors 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)
 - Capital Campaign
 - Fundraising events
 - Planned Giving (legacy, bequests)
 - 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.
- Implement strategies to form strong, lasting relationships and grow the engagement and potential of existing donors.
- Utilize story branding, community relations, forum/roundtable memberships, speaking engagements, 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 and campaign effectiveness.
- Furnish the Board with regular development progress reports.
- Continually look for new donation programs and opportunities
- Stay current on fundraising trends and best practices and implement them as applicable.
- Create relevant and informative fundraising literature to support various strategies and events in cooperation with Marketing and Communications teams.
- Employee management responsibilities, including overseeing development staff, hiring/discipline/termination of employees as needed in partnership with the Executive Director, and timely, constructive performance evaluations.
- 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 (KPIs), and performance dashboards will be used to track the attainment of goals.

Qualifications

- Minimum five years of proven success in professional fundraising
- Bachelor's degree in business, non-profit management, or related field preferred
- Extensive knowledge of fundraising strategies and principles required.
- CFRE certification (or desire to obtain)
- Demonstrated management and supervisory skills.
- Desire to get out of the office and build external relationships.

- 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
- General knowledge of tax planning principles and tactics that favor charitable giving.
- 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](#).