



Job Posting – Sr. Director of Development

UCP of Central Florida, a non-profit organization celebrating sixty years of providing support, education and therapy services for children with all disabilities (as well as children without disabilities through their inclusion program) is seeking an experienced Sr. Director of Development. This position has an unprecedented opportunity to help strategically develop and expand the agency's philanthropic resources. The deeply committed Board, other volunteers and staff are positioned to continue building upon the past history of innovation and commitment to improving the lives of all children, and the new Sr. Director of Development will play an integral role in moving this effort forward. The position is responsible for leading the team to raise approximately \$850,000 through a combination special events and individual/corporate donations.

This candidate will have significant experience in fundraising, including demonstrated success in asking for and closing major gifts and maintaining long-term relationships with individuals, foundations and corporations. Additionally, the successful candidate will have extensive (minimum of 7 years) supervisory experience of professional staff – demonstrating an ability to effectively lead, inspire, mentor, and develop a goal-oriented staff to achieve optimal results.

The candidate must have outstanding written and verbal communications skills with the ability to function in a fast-paced, complex organization; to organize and manage multiple projects/tasks simultaneously; to work both independently and collaboratively; and to adapt to changing priorities.

The candidate will be committed to the mission and goals of UCP of Central Florida, possess the ability to participate in robust discussions and play a strong collaborative role on UCP's senior management team. The ideal candidate will have an entrepreneurial personality and is confident and self-motivated. He/she must be an independent thinker who works hard and has fun.

A solid knowledge of Central Florida's philanthropic community and the Benevon fundraising model is especially desired.

Core Responsibilities Include:

- Using knowledge of Central Florida's funding communities, articulate an overall vision and strategic direction to secure ongoing, significant sources of private/unrestricted funds to support the organization, programs and missions as well as plan and execute innovative methods (i.e. e-Philanthropy) to raise increased funds.
- Cultivate and nurture relationships with current individuals, corporate & foundation partners.
- Continually research information, through various data sources, on people and organizations that may have the potential to become major gift donors, and work to identify special groups that may be organized to generate significant commitments to the agency.
- Coordinate the identification, qualification, cultivation, solicitation, closing, and stewardship of major gift prospects with an emphasis on face-to-face meetings with prospects.
- Effectively partner with and motivate the Board of Directors and other volunteers to successfully achieve the agency's financial goals.
- Ensure the successful supervision of staff and management of the agency's special events program, and agency's donor management and cultivation system including supervision of development team members.
- Develop, monitor and achieve the Development Department budget.
- Keep abreast of external environmental factors that could affect fundraising.
- Participate as a member of the Sr. Management team to formulate and implement policies and plans to meet the organizations' short and long term objectives.

Salary Range - \$60,000 - \$75,000. Excellent benefit package including health, life, 403B/ retirement plan, discounted on-site childcare and 26 days of Paid Time Off (PTO).

To apply – please submit a cover letter outlining how your experience matches the position's requirements and salary requirement to the UCP on-line application at www.ucpcf.org