

Director of Development

At Dress for Success Columbus, we're empowering all women to achieve economic independence by providing career development tools, resources and a network of support to help her thrive in work and in life. We prioritize diversity and believe in a culture rooted in passion, collaboration, inclusion, and flexibility. Dress for Success Columbus delivers tremendous opportunities for smart, passionate, and creative individuals looking to make an impact on the futures of women and the community at large. We are committed to empowering women, building community and transforming lives.

Join Dress for Success Columbus as we search for an experienced fundraising professional and strategic leader with positive energy that will enrich our team.

Opportunity

The Director of Development at Dress for Success Columbus plays a pivotal role in shaping the future of women and families across Central Ohio. This is more than a fundraising position; it is an opportunity to be a changemaker. By advancing the organization's development strategy, you will directly fuel programs that provide women with the tools, resources, and network of support they need to secure employment, achieve economic independence, and thrive in work and life.

In this role, you will:

- Elevate the visibility and sustainability of a mission-driven organization that empowers thousands of women each year.
- Build authentic relationships with community leaders, corporate partners, foundations, and individual donors who believe in equity and opportunity for all women.
- Lead a talented team and mobilize a dedicated network of volunteers and supporters to expand our reach and deepen our impact.
- Champion innovation in fundraising and donor engagement, helping to ensure that Dress for Success Columbus remains a vital community resource.

This position offers the chance to combine strategy with passion, leadership with creativity, and professional expertise with deep community impact. Working alongside a dedicated Executive Director with proven fundraising experience, the Director of Development will join the team at a transformational point in the organization's growth. For the right candidate, it is a calling to drive meaningful change, supporting women today while shaping a stronger, more inclusive tomorrow.

Responsibilities and Duties

- Spearhead the strategic development function of Dress for Success Columbus, crafting and executing plans to amplify organizational resources and raise \$700,000 and more annually through private philanthropy.
- Support the public funding strategy to secure \$400,000 and more.
- Forge and nurture relationships with corporate, government, and foundation funders to secure substantial funding for our programs, events and initiatives.
- Cultivate a robust donor base through individual relationship management.

- Lead in the fundraising for signature events and initiatives, ensuring sponsor engagement and event success.
- Manage special fundraising initiatives to amplify the organization's impact.
- Oversee the management and timely execution of grant requests and reports, also managing external development contractors who support the organization development efforts.
- Supervise the Donor Relations and Marketing Coordinators, and oversee the management of the donation intake process, inventory partnerships, and community outreach efforts.
- Recruit, guide, and oversee the development committee in bolstering organizational resources.
- Coordinate, manage, and execute donor communications and stewardship initiatives.
- Manage annual fundraising campaigns and support marketing and communication endeavors, including social media, newsletters, and media inquiries.
- Support the programming and fundraising activities for the Young Executives for Success (YES! Columbus).
- Be a proactive and observant multi-tasker capable of governing the development workload and prioritizing tasks in a fast-paced environment.
- Attend events in the evenings and on weekends as needed to serve as a representative of Dress for Success Columbus.
- Maintain strict confidentiality of donor data.
- Embrace additional duties as assigned.

Experience

The ideal candidate for the Director of Development role will have proven experience in the following areas:

- **Leadership and Strategic Thinking:** A track record of strategic leadership in fundraising, demonstrating the ability to develop and execute plans to enhance organizational resources effectively.
- **Dynamic Energy and Enthusiasm:** Exude high energy and enthusiasm, essential for driving successful fundraising initiatives and motivating the team.
- **Strong Relationship-Building Skills:** Excel in building and nurturing relationships with diverse stakeholders, including corporate, government, foundation funders, and individual donors.
- **Results-Oriented Approach:** Have a results-oriented mindset, with a proven ability to secure new and increased funding for programs and events.
- **Excellent Communication Skills:** Effective communication is crucial in this role, encompassing not only interpersonal skills for relationship management but also the ability to articulate the organization's mission and fundraising needs compellingly.
- **Organizational and Project Management Skills:** Demonstrate strong organizational

and project management abilities, capable of overseeing multiple fundraising initiatives simultaneously while ensuring timely execution and delivery.

- **Team Leadership and Supervisory Experience:** Experience in leading and supervising teams, including staff and volunteers, is essential for effectively managing the development function and fostering a collaborative work environment.
- **Adaptability and Innovation:** Adaptable to changing circumstances and innovative in their approach to fundraising, exploring new avenues and strategies to maximize resources.
- **Tech-Savvy and Data Proficiency:** Advanced proficiency in utilizing office technology and fundraising software such as Microsoft Office and Salesforce for donor and volunteer data management is crucial, highlighting their comfort with technology and data-driven decision-making.
- **Commitment to Confidentiality and Integrity:** Maintaining strict confidentiality of donor data and upholding ethical standards and integrity in fundraising practices are non-negotiable qualities for the ideal candidate.
- **Passion for the Mission:** Demonstrate a genuine passion for Dress for Success Columbus's mission, aligning with the organization's values and commitment to empowering individuals through its programs and services.

Required Qualifications

- Bachelor's Degree or equivalent experience
- Proven track record of creating and implementing a comprehensive annual fundraising plan
- Ability to multi-task with a high level of independence and accuracy, set priorities and deliver on deadlines
- Exceptional interpersonal skills and professional composure
- Have the ability to manage the physical demands of the role

Preferred Qualifications

- Nonprofit experience preferred
- Experience managing staff and volunteers
- Familiarity with in-kind fundraising programs
- Experience in the development and management of fundraising events
- Experience in managing marketing and communications

Compensation:

- The expected salary range for this position is \$70,000 to \$80,000.
- Additional benefits include:
 - Retirement Plan Contribution
 - 20 PTO Days
 - Paid Holidays
 - Hybrid Work Environment



To Apply

Interested candidates can send their resume and cover letter with *Director of Development* in the subject line to careers@dfscmh.org.