

OurFundraisingSearch

Our search is a very, very, very fine search

Job Title: Director of Development

Reports To: Executive Director

Summary:

The Director of Development will carry out Wholesome Wave Georgia's mission by managing all aspects of formulating, implementing, and evaluating development strategies to meet annual fundraising goals with a focus on private grants and public grants working in partnership with our Board of Directors. The Director of Development is the frontline fundraising leader requiring the ideal candidate to cultivate existing funders while identifying and engaging new funders to generate philanthropic support for our nonprofit's programs and operations.

Duties & Responsibilities:

- Lead funding support from foundations, corporations, public sector funding sources, and individuals to support an annual budget of over \$1 million.
- Prepare letters and proposals; execute solicitations; develop donor material as needed.
- Implement and execute donor acknowledgement and stewardship programs.
- Manage private grant application processes, updates, and grant reporting.
- Develop and implement an annual moves management plan in partnership with the Executive Director to deepen relationships and to achieve solicitation and revenue goals.
- Plan, manage, implement, and evaluate all aspects of the annual campaign.
- Master Wholesome Wave Georgia's mission and programs to collaborate fluidly with existing and potential partners and donors.
- Inspire donor prospects with your enthusiasm, persuasiveness, and program knowledge to provide philanthropic support.
- Lead management and ensure execution of Southern Chefs Potluck, our key fundraising event.
- Develop additional fundraising programming to increase donor opportunities and access points.
- Professionally represent Wholesome Wave Georgia within the fundraising community and the larger community.
- Support the Board of Directors Development Committee as the Wholesome Wave Georgia team representative responsible for coordinating Development Committee meetings, provide support to the Committee Chair, and prepare regular Development Committee reports on the status of grants applied for, grants denied, and grants received.
- Collaborate with the Wholesome Wave Georgia team members and volunteers as needed to promote and support local initiatives.

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Qualifications & Skills:

- Bachelor's degree; an advanced degree in a relevant field a plus
- At least 7 years experience, including measurable success in nonprofit development roles
- Proven track record of creating and executing effective fundraising strategies from diverse revenue streams with success in soliciting and closing 6- and 7-figure gifts from individuals, foundations, and corporations
- Ability to plan and execute special events
- Expertise in donor database systems, high-level of skill using Google Suite products, Dropbox, and the Microsoft Suite

About Wholesome Wave Georgia:

At Wholesome Wave Georgia, we believe all Georgians will have access to fresh, healthy, locally grown food choices. Founded in 2009, Wholesome Wave Georgia's mission is to facilitate access to and awareness of healthy food choices for all Georgians in need through local farmers and community partners. Wholesome Wave Georgia was launched as a statewide chapter of Wholesome Wave, the national organization, to double Federal Nutrition Assistance, such as SNAP and WIC benefits, at Georgia's farmers markets. Since Wholesome Wave Georgia's founding, Wholesome Wave Georgia provided over \$3.6 million in healthy food to Georgia's families and revenue to Georgia's small, independent farmers through our Georgia Fresh For Less program and our Georgia Food For Health program. Wholesome Wave Georgia is a growing nonprofit with an annual budget of over \$1 million serving over 70 community partners across the State of Georgia. We work in partnership with our Board of Directors to raise funds, engage funders, develop relationships with key stakeholders and partners, plan our annual fundraiser, Southern Chefs Potluck, and chart the future growth of our nonprofit. For more information, visit www.wholesomewavegeorgia.org

To Apply:

The Wholesome Wave Georgia community is made up of leaders which represent many different racial, socio-economic, gender, and other identities. Being inclusive is a Wholesome Wave Georgia Core Value and is a strength to support the communities we serve across the State of Georgia.

To submit an application for this position, submit your resume and cover letter to www.ourfundraisingsearch.welcomekit.co. No phone calls or visits, please. If you have application questions, please email them to ourfundraisingsearch@gmail.com.