

SAFER FOUNDATION
VACANCY ANNOUNCEMENT
November 17, 2011

Applicants should submit updated resume via URL address link listed in the posting.

Title: **Senior Director of Development**
Program: **Public Policy and External Relations**
Location: **571 W. Jefferson, Chicago, IL 60661**

To apply, please click: <http://ag-es.kintera.org/applicant>. The Link will take you to the Alford Group Executive Search firm website to apply.

JOB DESCRIPTION:

The Senior Director of Development is responsible for identifying and developing funding sources, increasing contract and contributed income, nurturing key relationships, and setting a development agenda that promotes Safer's interests and utilizes its resources and expertise. The position reports to the Vice President of Public Policy and External Relations.

Job Duties and Responsibilities:

Responsible for a portfolio consisting primarily of donors and prospective donors in order to focus heavily on Major Gift cultivation and solicitation from corporations and foundations.

Plan and implement an annual major donor cultivation and solicitation strategy to secure funding for organizational priorities and to reach annual budgeted goals.

Engage Development staff as well as leadership team in major gift fundraising activities, strategically using natural partners to build and sustain a productive and successful major gift fundraising culture.

Ensure all development and fundraising activities support the mission, philosophy and real needs of clients, customers and stakeholders.

Develop, prepare and deliver accurate market forecasts in a timeframe that allows the opportunity to make strategic business decisions.

Effective application, knowledge and understanding of appropriate development techniques and fundraising best practices to interact capably with donors and secure a steady stream of revenue.

Local travel, with evening and weekend hours consistent with a front-line fundraising role.

Qualifications:

Seven to 10 years of Development experience including working knowledge of annual giving, capital campaigns, foundation/corporate solicitations, deferred giving, communications, and special events with proven success in securing major gifts at the five and six-figure level.

Exceptional ability to engage, build and sustain relationships both internally and externally.

Demonstrated experience in driving results via highly rated prospects and donors.

Ability to meet revenue goals and objectives.

Excellent verbal and written communication skills necessary to tailor compelling messages to various audiences.

Passion for the mission and ability to raise public awareness of organization's existence, mission, accomplishments, benefits, and visions for the future.

Exceptional planning and project management skills.

Knowledge of marketing strategies and techniques.

Academic Background:

Bachelor's Degree required.

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Safer Foundation is a drug-free workplace.

EOE/AA/M/F/D/V