



Children's Defense Fund-Ohio Development Director

Children's Defense Fund (CDF) is a non-profit child advocacy organization that has worked relentlessly for over 40 years to ensure a level playing field for all children. We champion policies and programs that lift children out of poverty; protect them from abuse and neglect; and ensure their access to health care, quality education and a moral and spiritual foundation. Supported by foundation, corporate, government grants and individual donations, CDF advocates nationwide on behalf of children to ensure children are always a priority. We are a national organization—headquartered in Washington, D.C. with offices around the country—and have the capacity to work for children at the federal, state and community levels. The Children's Defense Fund-Ohio (CDF-Ohio) office was established in 1981. During the last 30 years, we have been a voice on the Ohio map advocating for children.

The Opportunity

The CDF-Ohio Development Director will be responsible for executing an annual strategic fund development plan, planning and coordinating fundraising events, including our annual Beat the Odds® Scholarship Program event, and connecting with our Children's Defense Fund Freedom Schools® sponsors and supporters. This role is based in Columbus; however, the work and collaborations are statewide, and include leveraging our Cleveland office donor potential. This position will report directly to the Executive Director. To attract the right candidate, there is an option to have a flexible work schedule.

Specific responsibilities include:

- Create, with staff and Advisory Board input, a biennial strategic fund development plan to enable the organization to fulfill its mission and fund raising goals
- Lead and manage the implementation of the fund development plan
- Identify potential corporate, foundation, and individual donors; cultivate and nurture relationships with potential and current funders
- Identify potential grant opportunities within foundation and government databases
- Develop, grow, and support the Advisory Board and manage its fundraising goals
- Develop and grow individual donor base; manage annual giving campaign including writing fundraising letters and appeals
- Develop a long-term strategy to cultivate major individual donors
- Organize and manage a database system to track fund raising efforts
- Oversee all aspects of donor connection including an online campaign and donor acknowledgement
- Assist on grant management, writing letters of inquiry, proposals, and reports with staff
- Connect and coordinate with CDF National Development Office and other CDF State Offices
- Connect and coordinate with Statewide Children's Defense Fund *Freedom Schools* Partners

Minimum Qualifications

- Bachelor's Degree
- A minimum of five years development experience
- Demonstrated ability to prospect, cultivate, secure, and support new funders
- Experience successfully managing special events
- Excellent writing and communication skills
- Highly developed attention to detail
- Organized and able to work independently – “can do!” attitude
- Strong interpersonal skills and able to work in a team environment
- Ability to travel statewide as needed
- Experience working with diverse populations
- A serious commitment to all children and their welfare
- Previous nonprofit fundraising or marketing experience

Desired Experience

- Experience in an external facing position
- Experience using Raiser's Edge
- Familiarity, comfort with, and understanding of the need for public policy advocacy
- Volunteer or work experience in child advocacy or an agency/institution serving children and families

Application Process

All applications should be submitted by September 4, 2015. To apply, please submit resume, detailed cover letter including fundraising accomplishments, writing sample (fundraising document preferred), and references (3) to Pam Kreber, pkreber@childrensdefense.org. Please place “Development Application” in the subject line.

Salary commensurate with experience. Attractive benefits package.

The Children's Defense Fund is an Equal Opportunity Employer