**Director of Development**

About the Opportunity:

Vision Loss Alliance of New Jersey (VLANJ) is a human services agency dedicated to meeting the needs of individuals who are living with vision loss.

VLANJ is looking for an exceptional development professional who will work closely with lay leadership to effectively expand the donor base of the organization. The **Director of Development** will focus on growing the base of prospective major gift donors by identifying, cultivating, stewarding and soliciting high net worth individuals and spearheading our fundraising goals.

Key Responsibilities of the **Director of Development** Include:

* Cultivate and steward donors, providing an exceptional donor experience that enhances giving, attracts new investors to VLANJ’s mission, and regularly engages donors
* Build strong relationships with board members/lay leaders to enhance and support growth of VLANJ while driving identification of new mid-level and major gift donors
* Determine metrics, strategies and action items to build a robust major gifts program
* Drive toward robust success of the Development Department by overseeing goals and managing a staff of Marketing/Communications, Special Events and Granting Writing professionals

*Here’s how you’ll do it:*

Relationship Development:

* Develop deep relationships with champions, donors, and Board members which will result in increased giving and networking
* Establish success-focused collaborative relationships with the development department team members and all VLANJ staff
* Maintain Raisers Edge database records to ensure strong tracking, team communications, and follow up.

Fundraising:

* Successfully prospect for new donors and drive ongoing development efforts
* With creativity and bold spirit that inspires the integration of new ideas, identify new funding streams for VLANJ
* Build sustainable plans to maximize giving, meet existing goals, and grow funding
* Be comfortable closing the deal and successfully making asks

Communication:

* Serve as an ambassador of VLANJ. Deliver compelling communications to promote the organization’s mission and strategic growth plan. Convey complex ideas through succinct and powerful materials and channels (website, social media, etc.)
* Demonstrate a high degree of poise with donors, Board members, and other stakeholders.

Qualifications and Experience:

VLANJ is seeking a savvy development professional to spearhead this role and department, and to grow VLANJ’ major donor efforts. You have excellent relationship building skills and understand the value of VLANJ’s philanthropic supporters and their role in strengthening VLANJ’s fundraising capabilities and programs. You are goal-oriented, and can keenly manage your (and your department’s) time, resources, and projects to exceed goals. You are passionate about the VLANJ mission:  **To empower individuals living with vision loss.**

*About you:*

* A fundraising professional (5+ years of experience) with experience in donor relations in a dynamic non-profit environment.
* Previous success in planning and executing fundraising initiatives and managing all stages of gifts - identification, cultivation, solicitation, and stewardship
* Strong interpersonal, written, and verbal communication skills and the ability to interact with a diverse group of individuals;
* Smart, energetic, and proactive with strong problem-solving skills and the ability to multi-task in a fast-paced environment.
* Strong organizational skills with strong work ethic and attention to detail.
* High emotional IQ, understanding the clients/consumers, donors, and the value of what VLANJ adds to the community.
* Strong computer skills including Raisers Edge or similar database a plus.

Job Type: Full-time

Benefits offered:

* Paid time off
* Health insurance
* Other types of insurance
* 403(b)
* Workplace perks such as food/coffee and flexible work schedules

To apply, send your resume and a cover letter indicating why you would be the best candidate for the position to development@vlanj.org