



405 Hope Ave. Columbus, IN
Phone: 812.348.4558
www.FoundationForYouth.com
EIN: 35-0873340

Job Overview

Are you a strategic fundraising professional who wants to make a real difference for kids in our community? Foundation For Youth (FFY) is hiring a **Resource Development Director**. This vital role involves designing and executing the comprehensive development strategy to build on our strong base to secure funding, cultivate relationships, and expand our community support. The ideal candidate will possess a passion for advancing FFY's mission, exceptional communication skills, and a proven track record in fundraising, grant writing, and donor relations. As a key leader, you will execute and oversee all aspects of resource development, ensuring sustainable growth through innovative campaigns, strategic partnerships, and effective stewardship of existing resources.

Key Responsibilities

Fundraising Strategy & Revenue Generation (60%)

- Create and execute an annual fundraising strategy.
- Manage a personal portfolio of individual and corporate prospects.
- Guide donor movements from identification to final solicitation.
- Plan, coordinate, and oversee agency fundraising events including structure, pitch, and secure business sponsorships for special events and fundraisers; lead special event committees.
- Oversee grant research, proposal writing, and reporting.
- Manage direct mail, digital giving days, and annual giving campaigns.
- Grow a long-term legacy giving and planned giving framework.
- Run special capital campaigns when needed.

Leadership & Community Relations (25%)

- Support the Board of Directors' Resource Development Committee.
- Coordinate with marketing to blend fundraising into brand campaigns.
- Network at local business associations and civic clubs.
- Supervise development staff/interns (if applicable) and volunteer event committees.

Data Infrastructure & Operations (15%)

- Maintain data integrity in the donor CRM system, including accurate data entry, donor gift processing and timely acknowledgement
- Prepare monthly and annual performance analytics, including dashboards, donor retention rates, campaign ROI, etc.

Qualifications

- **Education:** Bachelor's degree in a related field or equivalent professional experience.



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- **Experience:** 3–5 years of resource development experience with a proven track record of meeting financial goals.
- **Portfolio Skill:** Proven experience managing a donor portfolio and doing face-to-face gift solicitations.
- **Tech Skills:** Mastery of donor databases, wealth screening tools, and CRM systems.
- **Communication:** Superb persuasive writing and public speaking skills. Proven track record of executing timely communication and follow up.
- **Credentials:** Certified Fund-Raising Executive (CFRE) status is a big plus.
- **Travel:** Must have a valid Indiana driver's license and a clean driving record.

Schedule & Compensation

- **Hours:** Minimum 40 hours per week (requires some nights and weekends for events).
- **Salary:** Commensurate with experience. Range \$60,000 - \$75,000
- **Benefits:** Medical, vision, dental, and life insurance; Short/long-term disability; paid time off for vacation, sick days, personal time, and holidays.
- **Retirement:** 401K plan eligibility after one year of continuous work.

Join us in making a meaningful difference by leading our resource development efforts! We are committed to fostering an inclusive environment where passionate professionals can thrive while advancing our mission through innovative fundraising initiatives.

If you are interested in the position, please submit a cover letter and resume to:

merrybeth@foundationforyouth.com

Foundation



for Youth is designated a Platinum Level participant, demonstrating our Commitment to transparency. For more information visit Guidestar.com