



Senior Development Director Santa Rosa, CA

To apply: <https://canine.org/about/careers/>

Why Join our Team?

As a Canine Companions employee, you'll enjoy knowing that every day you make a difference in the lives of people with disabilities. You'll give independence and give a dog a job!

Canine Companions' dedication to our mission is only equaled to our dedication to our employees.

BENEFITS:

- Comprehensive benefit program including employer-paid medical, dental and vision for staff
- **13 paid holidays, including an Inclusion Holiday**
- 18 paid days off (Paid time off, PTO), including hours to serve your community
- Employer matched 403(b) retirement plan
- Employee Assistance Program

"I am so thankful and proud to work for an organization that not only cares about the people it serves, but also for the people it hires to provide the services." - Senior Fundraising Team Member

As a Senior Development Director, you will be an integral member of our team as you manage multiple long-term regional fundraising endeavors to increase Canine Companion's financial support. As a Senior Development Director, you are responsible for providing leadership to the development team, overseeing the identification, solicitation and development of community, local and regional funding sources

A typical day as a Senior Development Director may include:

- Fund Development:
 - Collaborating with the executive director to develop and implement an annual fundraising plan
 - Developing, implementing, and supporting strategies that will result in growth in contributed income

- Identifying, researching, and stewarding donors, within a solicitation range of \$5,000-\$25,000
- Overseeing the region's signature events, including the solicitation of local support
- Administration:
 - Tracking and reporting upon regional development trends; maintaining data on all funding sources
 - Researching new funding ideas and presenting proposals to the executive director; collaborating on annual regional income and expense budgets
 - Working with the national development staff, and reporting all regional development projects through monthly reporting
 - Maintaining accurate records of all contacts, including correspondence records
- Relationship Management:
 - Assisting in the management and leadership of regional volunteer chapters and groups
 - Increasing Canine Companions' visibility, by collaborating on external communications
 - Conducting community outreach, through speaking engagements and presentations

EXPECTATIONS:

To be successful in this position:

- Must Haves:
 - Demonstrated prior success with face-to-face gift solicitations over \$5,000.
 - Minimum of five years of combined development leadership and fundraising experience in a non-profit environment.
 - Proven skills in successfully developing and implementing regional fundraising plans to achieve established goals and previous experience, working with volunteers.
- Nice to Haves:
 - Accreditation in fundraising (CFRE); BA degree or equivalent

SCHEDULE: Full time, frequent weekend and/or evening work is required, and travel is required (Estimate 25% travel)

RATE OF PAY: Starting at \$77,000

We recognize that people come with a wealth of experience and talent beyond just the technical requirements of a job. If your experience is close to what you see listed here, please still consider applying. Diversity of experience and skills combined with passion is a key to innovation and excellence. Therefore, we encourage people from all backgrounds to apply to our positions. Please let us know if you require accommodations during the interview process.