



Director of Development

Are *YOU* ready to make a real difference in our community? The **Director of Development** will oversee all of A Better Way's fundraising efforts, donor relations, and the planning and implementation of fundraising events throughout the year.

A Better Way provides shelter and services for victims of domestic violence and sexual assault, a Rape Crisis Center, advocacy, individual trauma-informed counseling, support groups, transitional housing, rapid rehousing, a 24-hour crisis line for persons in any crisis, education and referrals, a suicide hotline, teen dating violence and domestic violence prevention programs, and a check-in call service for elderly or disabled homebound persons.

This position is full-time and is located in Muncie, Indiana.

Duties and Responsibilities:

- Cultivate current and prospective relationships with major individual donors.
- Establish and execute fundraising initiatives in coordination with overall strategic plan.
- Design and execute systems that will facilitate the stewardship and advancement of prospects and donors, and move them into greater involvement with A Better Way.
- Fulfill donor recognition.
- Develop a planned giving program.
- Develop a means of tracking future gifts (recorded planned gifts).
- Schedule and conduct in-person tours and meetings with potential and current supporters.
- Work with the Executive Director to develop multiple-year fundraising strategies to meet agency requirements, including annual productivity benchmarks.
- Provide top-level thinking, analysis, and recommendations to the appropriate staff regarding fund/resource development and related issues.
- Meet with appropriate staff as needed to discuss ways to maximize all partnerships, and review status and leveraging possibilities of current relationships.
- Research and prepare grant applications in coordination with the Executive Director, as needed.
- Serve as a spokesperson for the agency in the absence of the Executive Director.
- Host corporate events for management of local firms to learn more about the agency's mission.
- Other duties as assigned.

Education and Experience:

- Bachelor's degree in nonprofit administration, finance, accounting, or a similar field
- Knowledge of philanthropy and fundraising principles, CFRE strongly preferred
- Experience in nonprofit fundraising preferred, including the solicitation of major gifts
- Three years of increasingly responsible experience in multi-channel fundraising efforts preferred

- Demonstrated success in corporate and individual gift cultivation and solicitation, and working with volunteers
- Planned giving experience preferred
- Strong interpersonal and communication skills with excellent skills in writing and speaking
- Excellent organization and time-management skills
- Detail oriented
- Must be willing to function as part of a cohesive team.

Annual salary range: \$65,000 to \$70,000

Full time benefits include:

- Health insurance
- Paid holidays
- PTO plan
- Automatic 6% annual contribution into a qualified retirement plan

Candidates should submit the applications to our website [HERE](#)

OR

Email resume to contact@abwservices.org. Please include “Director of Development” in the subject line.

A Better Way is an equal opportunity employer, and all qualified applicants will receive consideration for employment. A Better Way Services, Inc. does not discriminate on the basis of race, color, sex, sexual orientation, gender identity, age, disability, national origin, socio-economic status, religion, or any other basis prohibited by federal, state, or local laws.