

HELPING MAMAS

Director of Advancement

Job Purpose / Objective

As Georgia's only baby supply bank, Helping Mamas addresses the staggering statistic that one in four families experiences diaper insecurity in the state. We provide diapers, period products and baby supplies to the families who need it the most. As our Director of Advancement you will directly connect the funding community with the game-changing work we do.

If you have exceptional interpersonal skills and the ability to develop relationships of trust and respect with staff, colleagues, volunteers, and donors, this position could be for you.

We are a small but mighty and beloved organization, and we intend for this position to tap into that goodwill and help grow our reach by engaging current and new supporters, increasing financial investment and cultivating our strong and diverse network of stakeholders across Georgia.

In this position, you'll steward donors, partners, and prospects, and represent us publicly as an extension of our executive office. You'll report to the CEO and manage the advancement team in development, communication, and brand management. You'll also work closely with our hands-on Board of Directors to achieve annual and long-range fundraising goals to ensure success.

Essential Functions & Primary Duties

Development, Stewardship, and Communications

- Develops and oversees implementation of Development Plan in consultation with leadership and advancement team.
- Manages a portfolio of donors and prospective major donors by leading in cultivation, solicitation, and stewardship; maintains current documentation of activity.
- Collaborates with HM leadership team to coordinate baseline annual fundraising targets with organizational strategic objectives and budget.
- Represents organization publicly when CEO cannot to strategically cultivate community of stakeholders.
- In coordination with CEO, creates opportunities to increase the visibility of HM across the state through strategic partnerships, events, and special initiatives as schedule and budget permit.

Management

- Coaches, supervises, and evaluates advancement team in order to ensure they are on target to reach organizational goals.

Leadership Team and Board

- Participates actively in leadership team meetings to strategize and position the organization for the future.
- Meets regularly with Board members to cultivate and solicit for major gifts for organization work and to grow our network of new investors.
- Coordinates meetings every other month with Advancement Committee

Qualifications Required

- At least 5 years of frontline fundraising/fundraising management experience.
- Bachelor Degree required. Master's Degree preferred.
- Documented track record of personal success in reaching and exceeding fundraising goals.
- Proven ability to establish objectives, set performance standards, and organize and motivate a team to achieve goals.
- Experience hiring, mentoring, and retaining staff.
- Demonstrated project management, organization, delegation, and prioritization skills.
- Experience motivating and collaborating successfully with volunteers.
- Strong communication skills, both oral and written.
- Exceptional interpersonal skills and the ability to develop relationships of trust and respect with development staff, colleagues, volunteers, and donors.
- Commitment to building a welcoming, inclusive, and equitable community where all people can thrive.

Salary Range

\$65,000-\$80,000

To Apply

Send cover letter and resume/CV to careers@helpingmamas.org.