



Rainbow Days is a Dallas-based nonprofit whose mission is to help children and youth in adversity build coping skills and resilience to create positive futures.

Rainbow Days is currently seeking a dynamic individual to join our team as the Director of Development to increase major donor support and advance on-going fundraising strategies.

This position will be responsible for directing all of Rainbow Days fundraising efforts. Please see details in the job description below.

To inquire or apply for the position, please email your cover letter and resume to Wendi McMullen at wendim@rainbowdays.org.

DIRECTOR OF DEVELOPMENT

TITLE: Director of Development

REPORTS TO: Executive Director

POSITION SUMMARY: The Director of Development is responsible for planning, organizing and directing all of Rainbow Days' fundraising efforts, including: major gifts, annual campaign, corporate & foundation relations, planned giving and other initiatives. The Director of Development works closely with the Executive Director, the Board of Directors and team members in all development and fundraising efforts.

RESPONSIBILITIES:

- Grow major gifts program including identification, cultivation and solicitation of major donors.
- Meet with prospective donors and supporters on a continual basis to establish strong relationships and effective communications with them.
- Make public appearances / accept speaking engagements to share information about Rainbow Days with the community.
- Direct annual fundraising drives, including North Texas Giving Day, mail campaign and e-appeals.
- Work closely with Rainbow Days' Executive Director and Board of Directors to execute the annual Resource Development plan.
- Work closely with the Events Manager to ensure a successful annual fundraising event, the Pot of Gold Luncheon.
- Work closely with the Resource Development Specialist to oversee foundation grant relationships.
- Oversee fundraising database and tracking systems.

- Supervise and collaborate with all fundraising staff and program staff as needed to achieve development goals and objectives.
- Oversee creation of publications and online presence that supports fundraising activities.
- Maintain gift recognition programs.
- Demonstrate professional conduct at all times.
- Perform other related duties as requested.

SKILLS/QUALIFICATIONS:

- Must embrace the mission of Rainbow Days.
- Demonstrated knowledge and experience in successful fundraising techniques, particularly with major gift development.
- Excellent public speaking and written communication skills.
- Strong interpersonal and teamwork skills.
- Possess the skills to work with and motivate staff, board members and other volunteers.
- A desire to get out of the office and build external relationships.
- Be a self-starter and goal-driven individual to initiate donor visits and fundraising calls.
- Be organized and exhibit follow through on tasks and goals.
- Display a positive attitude, show concern for people and community, demonstrate presence, self-confidence, common sense and good listening ability.
- Be flexible and have the ability to work well in a team environment as well as independently.
- Bachelor's Degree and a minimum of 5 years' experience in professional fundraising.

EVALUATED BY: Executive Director

HOURS: Full Time (40 hours per week)

LOCAL TRAVEL: Limited to the Dallas area, as needed for various events and meetings. The Director of Development will be reimbursed for his/her local travel at a rate of \$.50 per mile up to the maximum monthly mileage allowance. Approved out-of-town travel for RDI purposes will be fully reimbursed.

OUT- OF-TOWN TRAVEL: 0%

SALARY RANGE: Competitive / commensurate with experience and other qualifications.

APPLICATION:

Interested candidates please email your cover letter and resume, including salary requirements, to Wendi McMullen: wendim@rainbowdays.org.

Rainbow Days
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