



Director of Development – Job Posting

The Center for Children's Advocacy (CCA) is a non-profit organization dedicated to fighting for the legal rights of Connecticut's most vulnerable children.

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Executive Director

Martha Stone, JD

Mailing Address
65 Elizabeth Street
Hartford, CT 06105

2074 Park Street
Hartford, CT 06106
860-570-5327

211 State Street
Bridgeport, CT 06604
203-335-0719

CCA at Yale New Haven Hospital
203-688-0113

CCA at CT Children's Medical Center
860-545-8581

cca-ct.org

The Director of Development is a key member of the organization's strategic vision. This position requires an exceptionally well-organized and focused individual with related, in-depth, hands-on experience and success in non-profit fundraising including program planning and analysis, event sponsorships, individual giving programs, major donor management, and planned giving. This position works in close collaboration with organizational leadership, including the Director of Communications, Director of Foundation Relations, and the Finance Director.

CCA is committed to the principles of equity, diversity and inclusion and to providing employees with a work environment free of discrimination and harassment. CCA is also committed to advancing racial justice, cultural competence and anti-racism practices and policies internally as well as in the communities we serve.

Responsibilities & Essential Functions

- Collaborate with organizational leadership to craft the annual development plan, related activities and required deliverables/measures of success.
- Develop fundraising programs using historical data and best practices.
- Work to acquire new donors and diversify and expand existing donor landscape, including family foundations
- Secure 3-5 meetings per month for cultivation or solicitation.
- Support the organization in development activities including identification, research and follow-up with donors and prospects, including preparation of letters and materials.
- Consistently work to have meaningful contact with potential donors in the community.
- Collaborate with leadership and staff to identify and cultivate individuals who have the capacity to give to the organization at a major gift level (\$1,000+).
- Research potential sponsors and secure sponsorships for events
- Build a planned giving program
- Manage revenue and expense budget and reporting for development to the Board

Qualifications

- Bachelor's degree is required. Advanced degree preferred.
- A minimum of 5 years in a management role in nonprofit development activities.
- Must have a demonstrated track-record managing, coordinating and growing key fundraising programs and vehicles.
- Firm understanding of cultivation and stewardship process for donors and volunteers.
- Working knowledge of fundraising best practices.
- Past experience with and involvement in comprehensive fundraising campaign(s).
- Knowledge and experience in managing multi-tiered development database, systems for prospect research, recordkeeping and solicitation.
- Commitment to the mission of CCA.
- Demonstration of multicultural competence including the awareness, knowledge, and skills needed to work with others who are culturally different from self in meaningful, relevant, and productive ways.

Application Process:

Please email cover letter and resume to: Martha Stone, Center for Children's Advocacy, at mstone@cca-ct.org. Salary is commensurate with experience. CCA provides generous paid time off, in addition to observing all the state holidays, fringe benefits including health, dental, and short term disability, among others. Flexible hours and remote working opportunities are available.

Salary range: \$72,000- \$97,000

Position will remain open until filled.

CCA is an equal opportunity employer that does not discriminate on the basis of race, age, religion, national origin, sexual orientation or disability. To learn more, please visit us at cca-ct.org