

Development Director

Make a Lasting Impact in Your Community!

Are you a relationship-builder, ambassador, and strategic fundraiser who is passionate about making a difference? The Darien YMCA is seeking an experienced and mission-driven Development Director to lead fundraising efforts that strengthen our programs, expand community impact, and help ensure a bright future for those we serve.

As a key member of the leadership team, the Development Director works closely with the CEO, Board volunteers, donors, and community partners to secure the resources necessary to advance the Darien YMCA's mission. This is an exciting opportunity for a fundraising professional who thrives on building meaningful relationships, creating innovative philanthropic strategies, and inspiring others to invest in a cause that changes lives.

What You'll Do

As Development Director, you will:

- Lead and execute the Darien YMCA's comprehensive fundraising strategy, including annual campaigns, major gifts, grants, sponsorships, special events, capital campaigns, and endowment initiatives.
- Partner with the CEO and Board Financial Development Committee to identify new funding opportunities and expand donor engagement.
- Cultivate, solicit, and steward donors and major gift prospects.
- Research, prepare, and manage grant proposals and funding opportunities from foundations, corporations, and government sources.
- Oversee donor recognition, stewardship programs, gift processing, and donor database management.
- Develop fundraising systems, policies, procedures, and budgets that support sustainable growth.
- Train, support, and inspire volunteers and staff to participate in fundraising efforts and foster a culture of philanthropy.
- Represent the YMCA at community events, donor meetings, and organizational functions.
- Monitor fundraising performance and implement strategies to achieve organizational goals.

What We're Looking For

Successful candidates will possess:

- Bachelor's degree in a related field or an equivalent combination of education and experience.
- Six or more years of professional fundraising experience, preferably within a YMCA or nonprofit environment.
- Demonstrated success in major gifts, annual giving, grants, sponsorships, and donor stewardship.

- Experience writing and managing foundation and government grant proposals.
- Strong relationship-building skills with the ability to engage donors, volunteers, community leaders, and diverse stakeholder groups.
- Knowledge of charitable giving vehicles and philanthropic best practices.
- Excellent written, verbal, presentation, and interpersonal communication skills.
- Strong organizational and project management abilities with attention to detail and follow-through.

Leadership Competencies

The ideal candidate will demonstrate strengths in:

- Philanthropy
- Volunteer Engagement
- Communication & Influence
- Collaboration
- Program & Project Management

Why Join the Darien YMCA?

At the Darien YMCA, your work directly impacts children, families, and individuals throughout our community. You'll join a mission-driven organization that values collaboration, integrity, inclusion, and service while providing opportunities to build meaningful relationships and create lasting change.

Work Environment

This position primarily works in an office setting and requires regular use of a computer, phone, and other technology. The role involves frequent sitting, standing, walking, and occasional lifting of up to 10 pounds. Reasonable accommodations may be made to enable qualified individuals with disabilities to perform the essential functions of the position.

Ready to help build a stronger community? Apply today and be part of an organization that makes a difference every day.

The Darien YMCA is an equal opportunity employer and does not discriminate based on race, color, creed, sex, sexual orientation, gender identity or expression, age, religion, national origin, citizenship status, disability, ancestry, marital status, veteran status, or and protected category prohibited by local, state, or federal laws.

Benefits:

- 403(b)
- Dental insurance
- Employee assistance program
- Employee discount
- Gym membership
- Health insurance
- Health savings account

- Life insurance
- Paid time off
- Professional development assistance
- Retirement plan

Compensation

This is a full-time exempt, salaried position located in Darien, CT. The salary range is \$95,000 - 105,000 dependent upon qualifications and experience.

How to Apply

Qualified candidates are invited to apply via Indeed, LinkedIn or via email at hr@darien-ymca.org. Please submit your resume and cover letter describing your experience, qualifications, and interest in joining our leadership team.