



Organization Type: **Non-Profit, Faith-Based**

Position: **Development Director**

Status: **Full- Time; Salaried Exempt**

Reports to: **Executive Director**

Hours: **40 hours per week**

Location: **Atlanta, Georgia**

Website: belovedatlanta.org

DESCRIPTION

The Development Director supports and grows the mission of BELOVED through funding.

BELOVED is an anti-sex trafficking organization lovingly equipping brave women on their path to freedom. BELOVED is a two-year residential program that includes clinical services, safe housing, a healthy community and individualized care for each resident.

This is an opportunity to join a dedicated and focused staff committed to the dignity, healing and restoration of the brave woman we walk alongside on their journey.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Provide creative and innovative leadership in growing BELOVED's development efforts and thus enhancing the impact of BELOVED.
- Develop and implement a comprehensive and strategic fundraising plan to meet and grow organizational revenue goals.
- Build and implement a moves management system for contacting, scheduling, visiting, and personally following-through to consistently grow a base of support from a growing number of donors.
- Diversify funding sources through establishing and strengthening contact with key audiences including individual donors, corporations and foundations with the potential for contributing funds, services, or other resources.
- Establish organization funding goals and track progress.
- Build and manage Development team as budget grows to meet funding demands.
- Manage grant writer.
- Organize and manage various capital campaigns, giving campaigns, annual giving, and special projects.
- Plan and manage major development events (small and large group events).



- Maintain meticulous notes, update and maintain the appropriate development records while overseeing and growing efficiency in donor CRM.
- Provide appropriate training for staff or volunteers related to development and communications.
- Ensure all organizational marketing aligns with BELOVED branding and messaging with the overarching goal to grow funding.
- Ensure all print and digital marketing materials align with BELOVED branding and development messaging.
- Identify professional development opportunities that help establish BELOVED as the standard for creative, ahead-of-the-curve donor appreciation.
- Attend occasional board meetings to provide communication or reports at the special request of the BELOVED President.

PRIMARY RELATIONSHIPS

This position reports to the Executive Director of BELOVED.

This is an outward facing position focusing on donors, foundations, and corporations.

QUALIFICATIONS

Minimum 5 years experience in nonprofit development.

Strong leadership and management skills.

Excellent verbal and written communication skills.

Excellent interpersonal skills and ability to effectively build relationships.

CONTACT

Amelia Quinn, Executive Director – hr@belovedatlanta.org