

## Communities for People – Director of Development

Boston, MA (Hybrid)

### The Role – Director of Development

Reporting to the Chief Executive Officer, the Development Director will have the unique opportunity to establish CFP's Strategic Development Plan and build a development infrastructure that supports the mission to inspire hope in the lives of children and families impacted by the state's foster care system.

*This position is based at our Main Office, 418 Commonwealth Avenue, Boston, MA and is eligible to apply for a hybrid (in-office and remote) work model. It is a flexible full-time or 4/5ths position, Monday – Friday, or Mon. – Thursday 9am-5pm with flexibility to attend events and meetings as needed. A car is needed as travel between Boston and Providence, RI is required.*

### Responsibilities:

- Create a fundraising/development operation, inclusive of corporate and foundation funding, individual giving, planned giving, annual giving, signature events, and other methods to generate philanthropic support.
- Establish a strategic annual development plan and three-to-five year development plans with measurable milestones and growth targets.
- Identify, solicit, and steward donors, ensuring consistent and on-going communication and touchpoints. Elevate donors to increased levels of philanthropic support on a continuous basis.
- Thoughtfully create innovative fundraising, including text to give campaigns, days of giving, peer to peer solicitation campaigns, giving through social media, monthly and annual giving campaigns, and on-line giving platforms.
- Create best practices in development and stewardship, inclusive of required reporting, moves management, donor stewardship, data analytics, and trends in giving.
- Support the CEO in development activities including identification, research and follow-up with donors and prospects, including the Board of Directors.
- Collaborate with CFP leadership and program staff to identify and cultivate individuals who have the capacity to give to the organization;
- Contribute daily to the overall success of the organization by maintaining a positive team-oriented attitude;

- Provide regular development updates and statistics to the Board of Directors and collaborate consistently with the Development Chair.

### Qualifications:

- 5+ years' successful track record of development experience.
- BA preferred.
- Knowledge of child welfare concerns and challenges a plus.
- Excellent communication skills, verbal and written.
- Excellent presentation skills and ability to interact with high-level individuals and groups.
- Strong analytical, organizational, and planning skills.
- Excellent project management skills including influencing, leading, negotiating, and delegating abilities.
- Demonstrated commitment to diversity, equity and inclusion.
- Comprehensive understanding of fundraising mechanics (including donor management applications) and/or data-driven platforms for measuring success.

### Mission:

To foster hope in the lives of at-risk children and families and to enrich their capabilities, enabling them to flourish as contributing members of the community.

### Salary:

\$90K-100K commensurate with experience.

CFP is offering a \$2,000 Sign-on Bonus! - Terms apply

### Featured benefits:

- Generous PTO
- 11 paid holidays
- Medical insurance
- Dental insurance
- FSA
- Retirement/403 (b) plans
- Paid maternity leave
- Paid paternity leave
- Commuter benefits

- Tuition assistance

**Diversity, Equity and Inclusion:** CFP is committed to building and nurturing an environment of inclusive excellence where all staff, donors, residents, youth, and families can thrive. They venture to sustain an environment that fosters mutual respect, care and understanding. They believe diversity, equity, accessibility, and inclusion are foundational values inextricably linked to achieving their core mission.

To explore this opportunity further, please contact:

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