



**POSITION: CHIEF DEVELOPMENT OFFICER (CDO)**

**REPORTS TO: CEO**

**ABOUT YOUTH HAVEN:** Youth Haven's mission is to provide home, hope and healing to abused and neglected children in Southwest Florida. For over 50 years, Youth Haven has provided a therapeutic sanctuary environment for children and teens to heal from trauma. The staff are committed to ensuring the foster children in our care do not become bleak statistics; the children of our community deserve better. We are creating brighter futures and better outcomes through our visionary programming. It is an exciting time to join our nurturing and caring staff to ensure the necessary growth as one of the state's premier congregate care facilities. Youth Haven is uniquely positioned with community support to create transformational change in the lives of foster children.

The CDO will serve as a key member of the executive team and will work closely with the CEO to set strategy for ongoing revenue growth. The CDO will propel Youth Haven to new levels of fundraising success and align the efforts of the development team with the strategic priorities of the organization. The ideal candidate will have a visionary and entrepreneurial approach; serve as a collaborative and results oriented leader with a deep passion for the mission and vision.

**EMPLOYMENT CATEGORY:** This position is considered EXEMPT under the Fair Labor Standards Act (FLSA) 29 CFR 778.415 – 778.421. Youth Haven offers a generous benefits package including 403B retirement plan, matching up to 6%; health insurance; tuition re-imbursement; gas, cell phone and wellness stipend.

**FUNCTIONAL RESPONSIBILITIES:**

- Assess existing development activities; identify areas with potential or short and long-term growth.
- Develop and lead targeted strategy that enhances private philanthropy and builds pipeline for major gifts from new and existing high net worth donors and prospects.
- Continue to move agency from event driven transactional fundraising to relationship driven.
- Set clear objectives, goals and metrics for the development team. Managing a team, which includes Special Events Manager, Development Coordinator, Grants Manager, and Marketing & Communications Manager.
- Serves as the liaison to the CEO and the Board of Directors for all fundraising activities.
- Raise organizational profile through exceptional communications and brand awareness
- Personally manage a portfolio of donors.

## **QUALIFICATIONS:**

- Passion for Youth Haven's mission.
- A minimum of eight years in nonprofit fundraising with increased responsibility in the creation and execution of development strategies and programs with an established track record of growing donor base and increasing philanthropic revenue.
- Experience in effectively recruiting, inspiring and developing staff.
- Proven ability to balance being both a strategic and hands-on development leader while partnering with a visionary CEO to drive transformative growth.
- Demonstrated success in working collaboratively with board members and other volunteers.
- Capital Campaign experience preferred.
- Experience building planned giving and endowment programs
- Ability to build strong affinity groups.
- Exceptional emotional intelligence, integrity. The ability to be a creative and critical thought partner with a 'can-do' approach.
- CFRE designation preferred.
- Experience with Donor Perfect or other fundraising CRM preferred.