



## **IMAGINE A WAY (IAW) DEVELOPMENT DIRECTOR**

### **ABOUT IMAGE A WAY**

Imagine a Way (IAW) is a personal mission for co-founders and parents Joel and Carolyn Price, who started the non-profit in 2010. While undertaking the journey to get their son the intensive therapies needed to address his autism diagnosis, Joel and Carolyn met other parents who were not in a financial position to afford those exorbitant costs. Parents should not have to walk this journey worrying about whether they're able to afford treatments that are proven to help their child. But for many, that is exactly where they find themselves; often surprised that their insurance will not support their needs. Today, Imagine A Way stands in this gap, helping families that cannot absorb the significant costs of treatment: helping families imagine and realize their child's full potential.

Imagine A Way is unique nonprofit organization in that it is administratively housed within the founders' business, CMP Management. CMP Management is an association and events management company. This arrangement leverages professional support and services for many nonprofit operational aspects of IAW.

### **ABOUT THE DEVELOPMENT DIRECTOR**

The **Development Director** will serve as a key position for Imagine A Way as its first full-time fundraiser. IAW seeks a fundraising professional to build a fully formed development program from the ground up, utilizing best practices and local knowledge to sustain and build on a strong event-focused foundation that currently raises over \$350,000. The Development Director needs to be someone who can see big picture one minute but distill down to details in the next. IAW seeks someone who is looking to create a legacy, grow IAW's support base and is passionate about truly changing our community for the better.

### **KEY ATTRIBUTES**

- **Goal-oriented:** You are a person that is excited by challenge.
- **Relationship builder and collaborator:** You enjoy fostering relationships and are completely comfortable soliciting contributions.
- **Innovative, creative and strategic thinker:** You have the ability to analyze, plan and executive strategies. You can assess current revenue streams and implement changes and new initiatives.
- **Highly productive with ability to multi-task and self-manage:** You are adept at knowing how to prioritize tasks, your time most effectively to achieve goals and working with others to achieve common goals.
- **Excellent 'customer' service skills:** Interacting with volunteers, donors, and the public, you have strong listening skills, are patient, well-spoken, and polite.

- **Flexible, fluid and comfortable with a certain amount of ambiguity:** You are able and willing to shift focus to address emerging needs and you are comfortable working independently.
- **Compelling public speaker:** You have a gift for speaking to groups large and small, and wish to develop the talent further.
- **Passionate for mission-based work and the Austin community:** You bring a joyfulness to your work that shines through. You are fulfilled by knowing your work supports a mission of helping Austin's families thrive.

## QUALIFICATIONS

- Minimum 4 to 5 years' experience in fundraising in Austin with a proven record of success
- Demonstrated excellence in organizational, project management and communication skills
- Familiarity with the Greater Austin philanthropic and business community; relationships with Central Texas donors and community stakeholders
- Ability to work both autonomously and in collaboration
- Proficiency with technology and its increasing role in development communication, including use of social media, email marketing and development software for donor tracking
- Excellent written and oral communication skills
- Bachelor's degree required
- Access to reliable transportation, proof of insurance, and a valid driver's license required

## SPECIFIC RESPONSIBILITIES

- Designing and creating a sustainable development program and guiding back office operation needs to meet the plans to grow IAW's basis for support
- Planning, implementing, evaluating, and managing the development program designed to meet the goals and objectives as defined by the board
- Ensuring all levels of donors are appropriately cultivated, solicited and stewarded in a donor-centered manner
- Partnering with ED, board members, Program Director and volunteers to identify, cultivate, and solicit potential significant donors to help meet funding goals for the organization
- Developing strategies to acquire, upgrade and renew donors annually; implement a moves management plan for annual and major gift prospects
- Leading and conducting foundation research, grant writing activities and reporting
- Managing all development documentation including gift receipts, thank you letters, reports to the Board of Directors, and other fundraising correspondence
- Collaborating on and assisting with the planning and execution of fundraising and awareness-building events, including budgets, volunteer management, strategy, and follow-up
- Supervising and coordinating data-capture and hard files; maintaining security and quality controls; generating queries, reports, exports and any other collection data as needed; managing any related vendors
- Serving as the primary staff liaison and as a resource to the Board of Directors on all matters related to fundraising; providing ongoing support and training to Board members and key volunteers
- Developing and maintaining close working relationships with the philanthropic community; serving as a spokesperson for Imagine A Way
- Creating marketing materials, social media and awareness campaigns as part of a public relations strategy with responsibility for branding strategy that expands the target audience through community relations, speaking engagements, newsletters and charitable events

## SALARY AND BENEFITS

- The Development Director will be employed by CMP Management
- Salary commensurate with experience

**TO APPLY FOR THIS POSITION: <https://cmpmanagement.prevueaps.com/jobs/92457.html>**