



Director of Development

August 2021

Are you an energetic, organized, relationship-builder? Are you a creative story teller who loves to raise money for an amazing mission? Are you excited about working at an international nonprofit headquarters with flexible work options?

The Director of Development will lead fundraising efforts to support YVC's headquarters operations and the local Kansas City YVC affiliate. You will report directly to the CEO and be a part of the YVC Headquarters Core Leadership Team.

[Youth Volunteer Corps](#) (YVC) is a network of over 30 youth service programs throughout the U.S. and Canada. We engage youth in team-based service experiences that build life and work skills while inspiring youth for a lifetime commitment to service. Over 300,000 youth have served with YVC since 1987.

YVC's national headquarters is in a beautifully restored home built in 1874 in the Quality Hill District of downtown Kansas City. Inside this house, you'll find energy, enthusiasm, a supportive team, and loyalty to the idea that youth service can change the world.

Primary Duties and Responsibilities

- Create a comprehensive fund development strategy for meeting and exceeding funding goals at YVC Headquarters, detailed on a development calendar with deadlines for key activities.
- Research funding opportunities to successfully link YVC with appropriate funders nationwide.
- Reach deep and wide into the Kansas City community and across the nation to find invested stakeholders that advance the mission and fundraising goals of YVC.
- Tell the YVC story through donor meetings, grant writing, written and online donor communications, networking events, and other ideas you may have.
- Effectively utilize the CEO, President & Founder, youth volunteers, board members, staff, etc. in stewardship and cultivation activities and fundraising asks.
- Cultivate and maintain meaningful and mutually beneficial relationships with corporate, foundation, and individual donors across the country to grow our donor base.
- Work with marketing staff to develop a fundraising case that highlights the YVC cause.
- Lead YVC's donor stewardship initiative through an annual plan of communication touch points, timely donor acknowledgement and recognition, and accurate donor database recordkeeping.

Qualifications:

- Bachelor's degree required
- Fundraising/grant writing or related experience required
- AFP membership a plus; CFRE or CFRE candidates a plus

YVC needs someone who has:

- A dynamic and warm personal presence
- An independent and ambitious spirit that drives you to take initiative
- A sense of urgency that prompts you to be organized, prioritized, and on time
- Excellent writing skills and the ability to communicate compelling stories
- Resiliency and ability to remain positive when faced with a decline with a fundraising request
- The ability to think creatively and strategically to solve problems in a collaborative environment
- Sensitivity to necessary confidentiality

Compensation: The range for this position is \$60,000-\$95,000. Salary and job title will be determined based upon experience and perceived job fit.

Benefits: This position is given three weeks Paid Time Off for the first three years, then 4-6 weeks depending on tenure, plus 10 paid holidays per year and the full week off between Christmas and New Years' Day. We offer \$0 cost health insurance, employee-paid dental and vision, and retirement that is matched up to 3%.

Work arrangements: After initial onboarding and establishment of relationships, flexible work arrangements including remote work or a hybrid situation are a likely possibility if desired. Applicants outside the KC metro area will be considered for this position.

Interested? Please submit a letter of interest that highlights how you have demonstrated key qualifications and position duties in the past, along with resume at www.yvc.org/job-application.