



Ronald McDonald
House Charities®
Northwest Ohio



Director of Development

The Director of Development is responsible for the planning and implementation of the Ronald McDonald House Charities of Northwest Ohio's (RMHC) comprehensive development program.

About RMHC

The Ronald McDonald House, Toledo's Home-Away-From-Home, offers families who travel to Toledo for their children's specialized medical care a warm, safe, clean, and friendly environment. The newly constructed Ronald McDonald House has twenty-two private bedrooms and bathrooms, a spacious kitchen with well-stocked pantries, family-friendly dining and living rooms, children's play area, laundry facilities, playground, and secure parking. We serve over 500 families each year, with the average length of stay being 8 days.

Families can stay as long as their children are receiving specialized medical care. And they can return as often as necessary for follow-up care. Families who stay at the Ronald McDonald House are truly guests; services are provided to our guest families free-of-charge. Though we kindly ask for a suggested donation of \$10 per night, no family is ever turned away because of inability to pay.

The Ronald McDonald House Charities of Northwest Ohio is committed to enriching the lives of children by providing comfort, care and support to families from Northwest Ohio, South-east Michigan and beyond!

OPEN POSITION:
Director of
Development

APPLY BY:
April 27, 2018

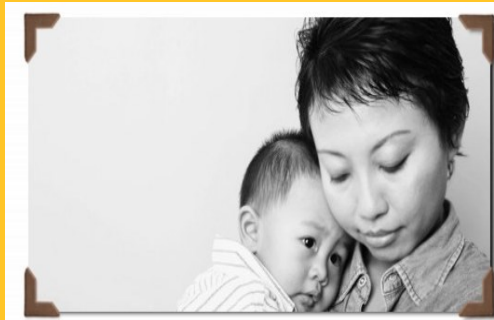
REPORTS TO:
President/Executive
Director

LOCATION:
3883 Monroe Street
Toledo, Ohio 43606

COMPENSATION:
Based on experience

TO APPLY:
Email: resume and cover
letter to:

Careers@rmhctoledo.org



Key Responsibilities:

• Fund Development

- * Initiate, evaluate and secure new sources of funding and in kind donations.
- * Major Gifts – Develop relationships with major individual, corporate and foundation donors: prepare proposals and make and close donor asks. Renew committed donors and recruit new donors to meet and exceed revenue goals. Maintain appropriate promotional materials for these programs.
- * Planned Giving – Work with the Planned Giving Committee to increase the number of planned gifts made to the House and to appropriately steward planned giving donors.
- * Development Committee – Along with committee chair, recruit, empower and motivate committee to introduce prospective donors to the House. Work with committee on strategy, prospect screening, donor cultivation, solicitation (when appropriate) and stewardship. Assist in recruiting new qualified members from the community to serve on this committee.

• Marketing

- * Public Relations – Promote Ronald McDonald House Charities of Northwest Ohio (mission, brand and values) by speaking to promising groups and organizations as requested to grow awareness of our work and ways to make an impact through charitable giving, volunteering, and advocacy. Get to know our guest families and our volunteers on a very personal level in order to be able to share compelling testimonials/stories of impact with other supporters/potential supporters.

• Staff Leadership

- * Recruit, screen, train, supervise and evaluate the Volunteer and Events Coordinator, Development Coordinator, and other individuals who have the responsibility of fund development. Assign work, provide instruction and ensure compliance with established policies and procedures while promoting a supportive and team-oriented environment.

• Other Responsibilities

- * Budgeting – Project, manage and evaluate development department operational budget. Use budget resources judiciously.

Position Requirements:

- Minimum of a bachelor's degree preferred and/or 3-5 years' fund development experience in a nonprofit setting or other related field and/or a transferable skill set.
- Proven track record of achieving shared goals and successful execution of fund development efforts with multiple stakeholders and agendas, including cultivation, solicitation and closing of major gifts.
- Professional with a personable demeanor, and able to serve as a member of the Speaker's Bureau.
- Certified Fund Raising Executive (CFRE) certification preferred.
- Proven track record of building, motivating and managing teams.
- Strong organizational skills with the ability to handle multiple concurrent tasks and meet deadlines.

