



Development Director  
Development Department

**Job Title:** Development Director  
**Department:** Development Department  
**Reports to:** Co-Founder & CEO  
**FLSA Status:** Full-Time, Hourly, Exempt

**About Miracles for Kids:** Miracles for Kids helps critically ill children and their families fight bankruptcy, hunger, homelessness and depression. The organization's core programs provide direct support to low-income families with children receiving treatment for life-threatening medical conditions throughout California and beyond.

**Miracles for Kids is seeking an ambitious and inspirational Development Director to support existing fundraising initiatives and events and develop new fundraising partnerships.**

**About You:**

The ideal candidate is:

- A seasoned fundraiser, with knowledge of the Southern California corporate and philanthropic communities
- An inspirational, driven professional who is deeply committed to making a difference in the lives of those in great need
- A leader who is also a team player, enthusiastic about collaborating with internal and external stakeholders
- Creative and curious; eager to develop innovative strategies and campaigns to cultivate relationships and generate revenue to support core programs
- Energized by impact and poised to "make an ask" to forward the Miracles for Kids mission
- Organized, optimistic, and solutions-oriented. S/he responds well under pressure and with tight timelines, knowing that donor demands can often be unpredictable
- Persuasive communicator that inspires people to take action. Skillful in inspiring donations via written and digital communications as well as in-person
- Experienced in effectively executing large-scale fundraising events and initiatives

**Role Responsibilities:**

- Oversee a Development Departmental budget with fundraising goals that focus on the fiscal health of the organization and target future financial resources for growth and expansion.
- Develop/Maintain strong relationships within the community.
- Prepare Board and management reports tracking fundraising success.
- Act as primary contact for funding, donations, and fundraising event inquiries.
- Oversee a system that collects, manages, and acknowledges properly an accurate database record of donors and funding received.
- Work collaboratively with team members and in the community to secure in-kind donations to support programs and events throughout the year.
- Speak on behalf of Miracles for Kids with community groups, companies, and media outlets.
- Directly supervise all members of the Development Department and oversee their professional development.
- Other duties as assigned.

**Required/Desired:**

- A minimum of 5 years of major gift fundraising and staff management experience
- Experience with Blackbaud donor database system
- Experience with Greater Giving event management software
- Strong persuasive communication skills (written and verbal)
- A Bachelor's degree required
- Flexibility to work some nights and weekends

**Interested? Apply Today!**

- Please email your cover letter and resume to [info@miraclesforkids.org](mailto:info@miraclesforkids.org).
- In your cover letter please explain why this position appeals to you and indicate your salary range expectations.

*The above statements are intended to describe the general nature and level of work being performed by individuals assigned to this position. They are not intended to be an exhaustive list of all duties, responsibilities, and required skills. Job Description may be subject to change to meet the needs of the organization. Employment with Miracles for Kids will be "at will," meaning that either the employee or Miracles for Kids may end employment at any time and for any reason, with or without cause.*