



Job Title:	Senior Director of Development
Location:	Columbus, OH
Job Status:	Full Time
Supervisor:	Nichole Dunn, Chief Executive Officer & President
Team/Function:	Development

Senior Director of Development

As an experienced fundraiser who has the ability to lead and motivate, you crave the opportunity to align your expertise with a personal passion for the mission of Flying Horse Farms: to provide magical transformative camp experiences for children with serious illnesses and their families – free of charge. With your goal-oriented, in-it-to-win-it style, you have a proven track record of accomplishing objectives by way of team spirit with people both within and outside an organization. Your entrepreneurial and relationship driven work style will create new and long-lasting opportunities for Flying Horse Farms.

With your ability to author a comprehensive campaign strategy and lead your team, you have the means to put your own primary focus on growing major, long term gifts with an eye on developing a planned giving program. Your compelling nature of storytelling immediately inspires others to be part of the work. Embracing big goals, you are self-motivated and have a predisposition for optimism and a strong sense of integrity and ethics. You thrive in an environment that is fast-paced, and systems-oriented with a respect for strong data and analysis.

The Senior Director of Development is a member of the senior leadership team contributing to the overall organization strategies. In this role, you are representing the perspective and priorities of the development needs (resource goals, needs, and team members) while simultaneously prioritizing what is best for the entire organization. Reporting to the President/CEO, you will work closely to ensure revenue growth and donor engagement. This role often interacts with Board members, Board level committees, and represents FHF at public appearances.

With your capacity and understanding of a donor journey from point of engagement through authentic stewardship, you will lead all aspects of the development team. The team will be guided by your ability to be supportive, encouraging of their professional and personal growth, transparent and a sound decision maker as well as your capacity to make connections across all avenues of donor engagement; these include but are not limited to events, corporate relations, major gifts, donor retention, portfolio management, data integrity, and gifts-in-kind. This position requires the ability to work collaboratively with the Communications Team to ensure a shared message that elevates the stories of camp while inspiring individuals and companies to connect with the mission.

Team / Function Overview:

The **Development Team** raises funds to support Flying Horse Farms' mission – to provide magical, transforming experiences for children with serious illnesses – free of charge. Through fundraising efforts with individuals, corporations, foundations, event experiences and in-kind gifts, the Development team currently has a goal to raise five million dollars annually.

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Responsibilities include but are not limited to:

- Develop and execute a comprehensive annual development plan to meet the strategic vision of the organization.
 - This includes but is not limited to short and long-term strategies with individuals, corporate, in-kind, events, foundations, third party and other means.
 - Develop a compelling case of support and lead a successful multi-year campaign that includes capital, endowment and general operating funding.
 - Expand geographical depth and breadth of donor base throughout our target region in Ohio and beyond.
- Provide primary leadership and responsibility to sustain and grow major gift donors (\$10K and above)
- Provide primary leadership to develop and implement donor engagement and stewardship plans.
- Provide primary leadership for new donor cultivation and prospecting.
- Work in partnership with the President/CEO and Board leadership to ensure the development committee and board function effectively in fund development.
- Works closely with the Director of Finance in revenue reporting, revenue reconciliation and budgetary planning.
- Work closely with the Communication team to articulate philanthropic messaging.
- Acts as a liaison from Development Team with Medical, Camp Operations, and CEO.
- Oversees and manages success of development goals as it relates to the strategic plan.
- Ensure attainment of development goals and activities through the selection, development, motivation and evaluation of the development team.
- Provide a positive coaching style of leadership with effective and efficient coordination of the development team. This includes direct supervision for key development managers (Donor Services, Events, GIK, Grants, Annual Giving, NE Ohio)
- Represent FHF within the SeriousFun Children's network.
 - Share best practices with colleagues in similar positions.
 - Participate in meetings, webinars and conferences on Development topics.
 - Review, document and maintain current Standard Operating Procedures for fundraising practices to meet criteria expectations.

Required Skills & Experience

- Minimum 5 years of development experience with a proven track record of success with multiple fundraising strategies
- Experience in the nonprofit sector
- Excellent writing skills
- Excellent speaking skills including public speaking
- Strong interpersonal skills
- Demonstrate ability to be self-motivated, exhibit optimism and enthusiasm
- Demonstrate ability to prioritize
- Demonstrate clear examples of having effectively managed a team

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- Proficiency of skills in Microsoft office suite
- Successful experience in making cold calls as well as developing cultivation and solicitation strategies
- High level of analytical ability
- Possess excellent administrative skills
- Proven ability to produce results in a highly deadline oriented environment and attentiveness
- Ability and willingness to work evenings and weekends
- Ability and willingness to travel outside central Ohio; reliable transportation required
- Bachelor's Degree from a four-year college or university

Preferred Skills & Experience

- General proficiency in Raiser's Edge donor software
- Experience with portfolio management

Work Environment

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations will be made to enable individuals with disabilities to perform the essential functions.

The noise level in the work environment is usually moderate.

Physical Demands

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this position. Reasonable accommodations will be made to enable individuals with disabilities to perform the essential functions.

The employee must occasionally lift and/or move up to 25 pounds. Specific vision abilities required by this job include close vision. While performing the duties of this position, the employee regularly sits, uses hands to handle or feel, reach with hands and arms, talk and hear. The position requires occasionally standing and walking.

Expectations & Requirements for all Flying Horse Farms Staff:

- **We live our Values.** We are each responsible for knowing our values and nurturing our culture:
- **We are All In.** We demonstrate a willingness to do what it takes to get the job done, we are supportive and loyal, show up present and ready and we are passionate about "Campers First."
- **We have an Attitude of Optimism.** We find what's working and make more of that happen, demonstrate adaptability within ambiguity, spread joy and hope and ensure everyone we interact with feels "Welcomed Home."

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- **We are Trustworthy.** We are consistent, dependable and steady, truthful and operate with transparency, take ownership for our work and "See the Best" in others.
- **We Take Initiative.** We are driven, work towards goals with fortitude, pay attention to details and find innovative solutions with "Fearless is Free" attitudes.

How to Apply:

- Send cover letter and resume to careers@flyinghorsefarms.org

Flying Horse Farms provides magical, transformative camp experiences for children with serious illnesses and their families – free of charge. Located on 200 acres in Mt. Gilead, Ohio, camp first opened its gates in 2010 and hosts about 900 children and families each year.

Flying Horse Farms is the first camp in the Midwest to become a full member of the SeriousFun Children's Network. Founded in 1988 by actor, philanthropist and Ohio native Paul Newman, the Network is a community of independently managed and financed camps and programs creating opportunities for children with serious illnesses and their families. The Network has evolved from one camp to a global community serving one million children and families across five continents.

The children who attend camp have illnesses including cancer, heart conditions, rheumatoid arthritis, blood disorders, asthma, gastrointestinal disorders and facial anomalies.

At Flying Horse Farms, for a weekend or week at a time, being sick takes a backseat to being a kid. And fun is priority number one. Campers participate in activities like swimming, boating, fishing, archery, high ropes and arts and crafts. Campers receive first-rate care at our on-site health center, staffed 24/7 by medical professionals from children's hospitals across Ohio and beyond.

Flying Horse Farms is an ACA-Accredited Camp with the American Camp Association.

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