

Director of Philanthropic Services

Community Foundation of Frederick County
Frederick County, Maryland

The Community Foundation of Frederick County is seeking a dynamic fundraising and development leader to join their team of philanthropic professionals. This position is critical for sustaining and acquiring resources in support of more than 700 programs and scholarships that serve the Frederick County community. As the new Director of Philanthropic Services you will build on past successes and work collaboratively with the Board of Trustees and the President/CEO. You will provide leadership and direction for the effective operation of all development and fundraising activities. You will maintain resources for standard operations and pursue additional funding opportunities to advance Frederick County families and individuals. As the organizational envoy, you will illustrate the mission and cultivate community relationships to secure individual, community, and business contributions.

Your duties will include:

- Create, implement, and manage a strategic fundraising and development plan
- Cultivate gifts of \$25,000 and more from individuals, families, businesses, and other nonprofits through personalized solicitations
- Be the voice of the organization, describing the mission in community settings
- Develop long-term donor relationships and perform appropriate “asks”
- Maintain, research, and analyze existing trends to ensure a progressive momentum
- Serve as staff liaison in related organizations and committees
- Coordinate all fundraising activities and special events
- Manage outreach tools to include, digital, print, and social media mediums

The ideal candidate will possess:

- *5+ years of nonprofit fundraising and major gifts experience
- Experience with planned giving, legacy gifts, and donor advised funds
- Experience with charitable trusts, endowments and bequests
- Excellent community networking skills
- Dynamic sales ability tempered with compassion and empathy
- Experience with a donor database or CRM platform
- Ability to collaborate with and motivate Board members, volunteers, and peers
- Bachelor’s degree or equivalent experience (CFRE is a plus)

This opportunity offers you:

- Salary range of \$120-160,000 annually
- A competitive benefits package to include, health, life and disability insurances, vacation/holiday pay and a 401k retirement plan with match
- A secure, rewarding career that gives back to your community

TO APPLY: Send your résumé and cover letter to melissa.myers@manpower.com

*No calls or emails to the Foundation office please.