



Disabled Sports Eastern Sierra (DSES) seeks a dynamic, creative Development Director to advance our mission to support people with disabilities pursuing adaptive outdoor recreation in the Eastern Sierra. The Development Director will be responsible for elevating fundraising and outreach efforts to support current programs, future growth, and capital initiatives. DSES has a dedicated network of donors, athletes, families, and volunteers, and a strong history of community support. The ideal candidate will be a flexible, focused, professional who is driven to help DSES and our participants by building a strategic, integrated, and compassionate development program.

The Development Director reports to the Executive Director and works closely with the Executive Director and members of the Board of Directors to plan, develop, and execute successful development and fundraising endeavors.

Knowledge & Skills

- An enthusiastic commitment to DSES's mission and values
- Strong, effective interpersonal communication and writing skills
- Demonstrated knowledge and experience in fundraising techniques including major gift fundraising and events
- A flexible, self-motivated, creative thinker who enjoys building relationships with donors, volunteers, and community members
- Proactive and organized with excellent attention to detail
- Effective at managing multiple projects and teams to achieve timely results
- Energetic, flexible, and personable with demonstrated common sense, concern for individuals and communities, and good listening skills
- Experience with Salesforce and CRM integrations a plus

Education & Work Experience

- Possess a minimum of five years of professional development experience
- Hold a four-year college degree or equivalent experience

Physical Requirements

- Able to remain in a stationary position at a desk for a significant amount of the day
- Ability to travel and work in a variety of environments
- Able to move and transport materials weighing up to 30 pounds

Responsibilities

- Engage with prospective donors and supporters frequently to establish effective communications and relationships in coordination with the Executive Director

- Build a professional development program to enhance DSES's culture of fundraising and community support
- Grow a major gifts program including identification, cultivation, and solicitation of major donors
- Oversee grant seeking efforts including research, proposal writing, and reporting requirements
- Direct annual giving programs including mailing and annual fundraising drives
- Direct capital campaigns and other major fundraising drives
- Develop and maintain the annual development and outreach strategy in coordination with the Executive Director and other staff
- Plan, coordinate, and manage fundraising events with support from other staff and volunteers
- Represent DSES publicly to share information about programs and fundraising initiatives
- Oversee prospect research as well as fundraising database and tracking systems
- Supervise the Development Coordinator and collaborate with other staff to achieve fundraising goals and objectives

Position Title: Development Director

Reports to: Executive Director

Compensation: \$64,480 to \$85,000 doe

Supervises: Development Coordinator

Status: Full-time Year-round