



# Youth VILLAGES®

The force for families

## Overview

Youth Villages is a private nonprofit organization dedicated to helping emotionally and behaviorally troubled children and their families live successfully. We help more than 30,000 children and families each year from more than 23 states and Washington, D.C. Our Evidentiary Family Restoration™ approach involves intensive work with the child and family, a focus on measuring outcomes, keeping children in the community whenever safely possible, and providing accountability to families and funders. The EFR approach produces lasting success for children with success rates twice that of traditional services at one-third the cost of traditional care. In North Carolina, Youth Villages is a state-wide provider with 10 offices and more than 225 staff. Youth Villages North Carolina is seeking a Development Manager to assist with the organization's continued growth and the need for increased support from individuals and corporations.

## Responsibilities

The Development Manager is a critical part of the organization's North Carolina Development team based in Charlotte. This person will be an integral leader in the success of a \$73M fundraising campaign to create and enhance programs for youth in the foster care and child welfare systems. The ideal candidate will have a minimum of 3-5 years experience in a nonprofit or corporate sales with a demonstrated proficiency in fundraising and/or revenue generation. This individual will be responsible for growing a portfolio of donor prospects, conducting direct donor solicitations and stewardship from individuals and corporations in the Charlotte market. Along with the Development Director, this candidate will help identify, recruit and manage and coach teams of volunteers at the executive level in support of local programs. This role reports to the Director of Development for North Carolina and will work with the entire development team to accomplish increased fundraising, engagement and awareness activities. The Development Manager position is located in Charlotte, NC. Some day and occasionally overnight travel required.

### Responsibilities:

- Serve as a core, participating member of the Development team, contributing to the long-term and day-to-day strategy and implementation of departmental tactics.
- Support implementation, execution, and evaluation of annual development plan.
- Identify, develop and nurture relationships with emerging donors identifying new potential prospects to create major gifts pipeline
- Research and cultivate corporate and individual major donor prospects in order to secure direct gifts of \$5,000+
- Plan, coordinate, and implement donor fundraising, recognition, and cultivation events, including annual KiteTales event; and secure mid-level corporate donors for said events

- Collaborate with marketing and communications department to develop media plans for maximizing event impact; event material content; event-related copy for website and social media; online fundraising pages; and e-communication for events.
- Manage the production of Youth Villages North Carolina statewide gift drive initiatives, including Backpack Heroes, Holiday Heroes, and Our Family Campaign, including coordination with staff, families, and corporate sponsors.
- Engage, recruit, train and manage relationships with community volunteers to ensure successful events and fundraising projects.
- Work with staff to identify programmatic opportunities for donor engagement.
- Provide support for all other activities and programs required to meet and exceed Youth Villages North Carolina's annual fundraising goals.

\*\*Due to Covid-19 remote work is available\*\*

## Qualifications

- Passion for Youth Villages' mission of helping children and families live successfully.
- Bachelor's degree with a minimum of 3-5 years experience in non-profit or corporate sales with significant donor/client relationship management experience strongly preferred.
- Experience with Salesforce or similar donor database a plus.
- Strong professional, organizational, customer service, and networking skills.
- Comfort in large and small group settings with board members, donors, volunteers and staff.
- Motivated by the individual and team aspect of the role.
- Leadership skills with a track record to multi-task, problem-solve and show effective time management when facing competing time and resource needs.

## REQUIREMENTS:

- Must have a car and the ability to travel to occasionally across North Carolina.
- Must be available to work evenings and occasional weekends when needed.
- Capable of lifting up to 25 pounds of equipment or materials and standing for prolonged periods during events.

*Youth Villages is an equal opportunity employer and provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.*

*Youth Villages is committed to not only advancing diversity, equity, and inclusion in the workplace but also in our work with children and young adults. We know that children, families and young people of color can face inequity in child welfare and justice systems, and we train our employees to build the skills they need to work with the communities that we serve, as well as, other employees from different cultures and backgrounds. Youth Villages is opposed to racism in any of its forms and is committed to inclusion, equity, and diversity. We believe that respect for each other is crucial in the work that we do each day.*