

Baby Bundles Director of Development

Organization

Welcome to Baby Bundles, a nonprofit organization dedicated to supporting and empowering families in the Charlotte area since 2010. Founded by three Charlotte mothers who had each experienced the loss of their babies, Baby Bundles was founded as a legacy to their beloved children. It has flourished into a thriving nonprofit organization sharing love and care with women and families across the Charlotte area.

Our mission is to provide a bundle of clothing and essential baby items to families living in financial need in the Charlotte area, helping to foster a more positive start for their newborn baby. At Baby Bundles we firmly believe that every child deserves a positive and loving start in life. The families we serve are hardworking, resourceful and – most of all—loving. They are welcoming new children into the world and we are honored to walk alongside them on this journey.

In tandem with our community partners, we provide bundles to families who are living at or beneath the poverty line. Confronted with the enormous challenges that living in poverty brings, our families remain steadfast in their commitment to providing a positive start for their newborn child. Needless to say, these families are nothing short of remarkable. They inspire us.

Revenue

\$500,000 annual operating budget

Position

Under the supervision of the Executive Director, the Development Director will lead all funding and donor development efforts at Baby Bundles to accelerate growth through the deepening of existing and expansion of new relationships. The Development Director will partner with the Baby Bundles leadership team to further build out and execute a development strategy for the organization.

Responsibilities

- Lead Baby Bundles fundraising strategies and operations, from creation to execution including event sponsorships, appeals, annual fund and giving society, corporate/foundation grants, etc.
- Serve as primary organizational event planner for small/medium/large (500 attendees) fundraising events, managing volunteers, vendors and program participants
- Steward recent and current donors and build a pipeline of supporters, driving donor acquisition, retention, and revenue growth
- Working closely with the Executive Director and Board of Directors, the Director of Development will help to develop and enhance the organization's strategy and culture
- Use data and industry best practices to design, implement, and improve development activities to maximize income and impact, increase efficiency, and optimize the donor experience.
- Provide support to the Executive Director with external communications and key messaging (particularly related to community impact)
- Provide support to the Executive Director by managing personal portfolios of key donors and partners

- Provide forecasts and reporting of key KPIs and metrics for all fundraising efforts and donor development activities
- Represent Baby Bundles at speaking engagements to increase community awareness
- Nurture a positive team and organizational culture by being flexible to assist with all other responsibilities as needed or assigned. We are a small (but mighty!) team and each of us is committed to supporting one another and our respective responsibilities.

Qualifications

- 2+ years' experience in nonprofit development with a solid understanding of fundraising best practices and execution
- Proven track record in successful event planning and execution, particularly fundraising events
- Bachelor's Degree required
- Demonstrate a commitment to diversity, equity, and inclusion through continuous development, modeling inclusive behaviors, and proactively managing bias
- Proven record of developing strong and successful donor relations
- Excellent writing ability and interpersonal skills
- Track record of meeting or exceeding annual fund goals (individual, corporate, and foundation)
- Excellent computer skills including CRM/database experience (Word, Excel, Outlook, and PowerPoint required). Canva and Bloomerang preferred
- Experience developing solid working relationships with Board members and donors
- Strong financial management skills, including analysis and reporting

Status

This is a full-time, exempt, salaried position. We operate standard business hours with evenings and weekends as needed. Baby Bundles is a hybrid work environment with 2.5 remote workdays a week. Director of Development reports to the Executive Director. Currently, we do not offer medical/dental/vision benefits. We do offer a SIMPLE IRA with 3% employer match. It is part of our strategic plan to identify ways to further invest in our employees.

Salary \$50,000-65,000 based on experience

Anticipated Start Date: March 15, 2025

Apply

Please send a cover letter and resume to Jane Freeman at jane.freeman@babybundles.org with the subject line: Director of Development Application