



Career Opportunity – Director of Development

Esperanza has an immediate opening for a full-time **Director of Development** who aspires to lead a talented team and coordinate with committed executives and volunteers in implementing the organization's comprehensive strategic development plan.

Esperanza is a faith-based organization committed to strengthening our Hispanic community. Through planning and execution, the Director of Development ensures achievement of fundraising goals that resource the organization's vision. This position will lead the efforts in design and implementation of a comprehensive and strategic development program, including major gift donor development, capital campaign, government relations, grant writing, and fundraising events management. This position will operate strategically and participate personally with the Executive Team, Board Members and Executive-level volunteers in the cultivation, solicitation and stewardship of Esperanza's major donors or donor prospects.

The successful candidate will have at least five years of demonstrated fundraising success with a variety of audiences and approaches, including leadership responsibility. BA/BS degree from an accredited college or university in a related field of study is required; Master's degree is preferred. Association of Fundraising Professionals membership and/or Certified Fundraising Executive certification or Advanced Certified Fundraising Executive certification is preferred.

Desired Knowledge, Skills, and Abilities include:

- Strong knowledge of and ability to implement multi-faceted development and fundraising strategies and plans.
- Knowledge of and expertise in utilizing available technology such as Microsoft Office software, fundraising software, and effective web-based activities, including social media fundraising.
- Strong grant writing and grant management skills.
- Ability to effectively plan and coordinate events, meetings, and other fundraising activities.
- Ability to lead, manage, and supervise others.
- Superb written and oral communication skills.

Esperanza offers a comprehensive employee health & wellness benefits program. Our office is located at: 4261 North 5th Street Philadelphia, PA 19140.

Interested candidates should email a resume & cover letter along with salary requirements to: jobs@esperanza.us and please indicate **Director of Development** in the subject line.

For more information, check us out at: www.esperanza.us

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