



CLOTH 159

Director of Development

New York, NY



Background

The Community League of the Heights (CLOTH) is a multi-service, community development organization dedicated to supporting and empowering the economically disadvantaged residents of Washington Heights, Inwood and Hamilton Heights. Our mission is to provide the knowledge, resources, and opportunities our residents need to empower themselves and their community. Our work encompasses advocacy, organizing and providing of services related to decent affordable housing, education, health, youth services and neighborhood improvement. CLOTH's holistic approach to community development provides a comprehensive framework of social and neighborhood services to stabilize and strengthen family life.

Throughout its 70-year history, CLOTH has been dedicated to finding solutions to the problems of poverty and disinvestment that confront the neighborhood. We work dynamically to address problems and needs as they arise, keeping pace with the changing needs and demographics of our residents.

In January 1952, CLOTH formed as the Community League of West 159th Street under the leadership of Lucille Bulger, a strong advocate for the education and welfare of children. The organization began as a grassroots effort to provide recreational and educational opportunities for the neighborhood's children and youth. Its first programs were a volunteer-run educational after school program, a young adult etiquette and social skills program, and a family-based neighborhood clean-up initiative. CLOTH has since expanded activities to include community revitalization, business improvement, development and restoration of affordable housing, a New Visions community school for grades 6th – 12th, health services and nutrition, and workforce development.

Position

Reporting to the Executive Director, the Director of Development will play an integral role in the strategy for resource generation and diversification. This leader will have primary responsibility for establishing and implementing the infrastructure needed to grow a 4.9M budget through the solicitation of major gifts, federal and state grants, special events, and corporate and foundation support. They will expand and diversify CLOTH's major donor base/pipeline and work closely with other team members to secure funding for new initiatives.

Responsibilities

- Create and implement a comprehensive development strategy to include major gifts, special events, government grants & contracts, planned giving, corporate giving and foundation support.
- Pursue innovative streams of income and partnerships to diversify sources of support, ensuring that there are resources to support the expansion and innovation of programs, and that funds are allocated properly to reflect present needs and future potential.
- Partner with the Executive Director and senior staff to cultivate a culture of philanthropy; serve as a motivational force in fundraising efforts.
- Evaluate the organization's strategies for fundraising and set new goals each year to continually drive a donor-centered and segmented fundraising approach to better meet CLOTH's mission and organizational objectives.
- Continue to build upon the major gifts program by cultivating deeper ties with existing donors and identifying prospective donors.
- Oversee the maintenance of the development database, ensuring that all fundraising activities are accurately recorded and donors are recognized appropriately.
- Oversee research funding sources and trends, with foresight, to help position CLOTH ahead of major funding changes or trends.
- Monitor all donor information; provide and present statistical analysis to board and senior leaders.
- Design and drive growth initiatives that enable organization to tap into new segments of the donor marketplace effectively and efficiently.

Qualifications

- A visionary, strategy-oriented fundraising generalist with a track-record of success growing and diversifying revenue streams at an organization of similar size and complexity providing direct services.
- Proven success in constructing, articulating, and implementing an annual strategic development plan.
- Proven ability to personally develop strategies, cultivate, solicit and steward major donors and to inspire high-net worth individuals and major foundations to financial leadership.
- An energetic spirit and an authentic passion for serving the low-income communities.
- Strong understanding of government grants & contracts; experience writing grants.
- Experience strategizing and overseeing special events, including but not limited to, annual galas.

- Tangible experience of having expanded and cultivated existing donor relationships over time.
- Excellent communication skills, both written and oral; ability to influence and engage a wide range of donors and build long-term relationships.
- Experience training and working with executives, senior staff and board members in development-related activities, providing them with quality support and intelligence, and increasing their comfort with and success in fundraising.
- The ability to serve as a collaborative and unifying force and to position communications and fundraising discussions at both the strategic and tactical levels.

Salary

This is an outstanding opportunity for a highly motivated experienced leader to join a highly respected organization. CLOTH is prepared to offer a compensation package, including a competitive base salary between \$115,000 and \$125,000 and:

- Health and dental insurance
- 2 weeks of paid vacation
- 12 sick days
- 401K Program

This position description is based upon material provided by CLOTH, an equal opportunity employer.

To apply for this position, please click [HERE](#).

Yasmine Coccoli, Talent Consultant