



Job Title: **SENIOR DEVELOPMENT DIRECTOR**
Department: **DEVELOPMENT**
FLSA Status: **Full Time Exempt with Competitive Pay & Benefits**
Location: **Lynnwood/Mount Vernon, WA**

Position Summary

We are seeking a proven, experienced Senior Development Director to define and manage a comprehensive development plan, lead and manage the development team, guide the creation of a multi-year capital campaign to increase camp capacity, execute an effective major gifts program, and regularly track and communicate revenue performance with the CEO and board of directors.

This individual will be a member of the senior leadership team, guide the work of development staff and actively communicate with other departments to coordinate fundraising activity, community outreach efforts, and fundraising events.

Reports to: CEO / Executive Director
Leads / Manages: Development Team

Key Responsibilities

- Create and execute an annual development, marketing, and community outreach plan and budget with specific measures of success
- Engage Development Committee members; strong working relationship with Chair
- Provide leadership of development team with positive coaching style, clear accountability, and passion for quantifiable, measurable results.
- Supervise key functions: Annual Giving, Events, Gift in Kind, Stewardship Programs, Corporate and Foundation Grants, Marketing Communications, Community Outreach, and Donor Analytics
- Meet with donors and prospects on a regular basis and personally solicit major gifts
- Guide our upcoming capital campaign to support our Master Site Plan, designed to increase camp capacity, improve overall access/mobility, and construct new facilities
- Ensure timely and accurate reporting of results to Finance/Accounting and Board
- Manage recording of donations and optimize donor information, improve data collection, revenue tracking, event results, and performance of various initiatives
- Represent Camp Korey within the SeriousFun Children's Network of sixteen camps:
 - Share best practices with counterparts in other camps
 - Contribute in meetings and conferences on different Development topics
 - Review, document and maintain current Standard Operating Procedures for fundraising practices to meet criteria

Required Skills & Experience

- Bachelor's Degree in Business Administration, Communications, Marketing or related field; Master's Degree preferred
- Minimum of 8+ years of development/fundraising experience with proven results



- Management experience in hiring, inspiring, building and effectively leading development and marketing teams in fast-paced environment
- 5+ years experience with non-profit charitable organizations, ideally youth related
- Solid foundation in relationship building and grant writing/oversight experience
- Working knowledge of Raiser's Edge database, CRM applications, and Microsoft Excel
- Excellent written, interpersonal and verbal communication skills
- Knowledge of Greater Seattle/Tacoma/Everett/Bellingham philanthropic community
- Requires the ability to work during non-standard hours; local travel expected

Certificates/Licenses and Registrations

- Valid driver's license
- Immunization record
- Current CPR/First Aid
- Background check

Our Mission

Camp Korey's mission is to honor the courage, strength, and determination of children living with serious, life-altering medical conditions by providing them with a transformational experience in a fun, safe camp environment with specialized medical support. The camp was started in 2005, became a part of the Paul Newman SeriousFun Children's Network of camps in 2008, and recently relaunched camp in Mount Vernon on a beautiful 200-acre property that was acquired in 2016.

Camp Korey is an Equal Opportunity Employer. It is the policy of our organization that employment decisions be based on merit, qualifications, and competence.

*Qualified candidates may submit a cover letter, resumé, and list of three professional references with contact information to **Sarah Leavitt, Human Resources Manager** at sleavitt@campkorey.org*