Director of Development

The Out-of-Door Academy in Sarasota, FL is seeking an experienced ***Director of Development*** to join a forward-thinking school that values creativity, real-world application, and student-centered learning.

APPLY AT: https://www.oda.edu/about/career-center

Responsibilities - Reporting to the Chief Advancement Officer, the ***Director of Development*** will be responsible for the following:

- Serve as a senior fundraising partner to the Chief Advancement Officer (CAO), leading the development team and growing philanthropic support for the School, with a strong focus on the Annual Fund.
- Provide strategic direction and supervision to the development team (3 direct reports) while overseeing the division's budget and expenditures.
- Partner closely with the Director of Annual Giving to set, plan and achieve Annual Fund revenue goals, increasing participation, retention and giving levels.
- Manage a personal portfolio of leadership and major gift donors and prospects, leading their cultivation, solicitation and stewardship.
- Translate the CAO's philanthropic priorities into coordinated fundraising plans, goals and donor engagement strategies across the team.
- Use data and reporting to track fundraising progress and inform decisions, partnering with advancement operations staff and partners to uphold data integrity standards.
- Live the school's mission and core values of respect, integrity, service, excellence, and responsibility.

Qualifications

- Bachelor's degree required; Master's preferred.
- Minimum 6 years of development experience, ideally at an educational institution; independent school experience is preferred
- Minimum 5 years of management experience.
- Strong project management skills with a proven ability to prioritize tasks and meet deadlines.
- Excellent computer skills are required, as well as proficiency in G-Suite and Microsoft Office Suite.
- Proficiency in Raiser's Edge & RE NXT preferred.

Compensation and Benefits

This is a 12-month full-time exempt position available immediately. Compensation is highly competitive and commensurate with experience and includes a comprehensive benefits package.

At Out-of-Door, we value a diverse workforce. Applicants of any race, creed, physical ability, color, religion, sex, age, gender, sexual orientation or national origin are encouraged to apply. Once an offer is accepted, the position will require the successful completion of a national background screening and drug testing.

Other

Candidates will be required to complete a video submission interview through the SparkHire platform. Once an application has been received, instructions on completing the video submission will be provided through an email. A candidate application will be considered complete once this video submission has been received.

Candidates are also asked to address what attracts them to this position, to Out-of-Door, and to the Sarasota community in their cover letter.