



Children's Advocacy Centers of Georgia

Children's Advocacy Centers of Georgia (CACGA) is seeking a skilled dynamic fundraising professional with a proven record of success and an interest in helping CACGA fulfill its strategic vision and mission.

Children's Advocacy Centers of Georgia, Inc. (CACGA) is a private, nonprofit 501(c)3 organization formed in 1992 and incorporated early in 1994. The mission of CACGA is to promote, assist, and support the development, growth, and continuation of children's advocacy centers in the state of Georgia. For more than 15 years, CACGA has been providing training, technical assistance, and support to CACs in Georgia as well as outreach and assistance to communities working to establish a children's advocacy center in their area. Growing from five centers in 1989, it was through collaboration and mutual support that CACGA has had an eight-fold increase in the number of communities that have a children's advocacy center. CACGA continues to respond to the needs of existing CACs and seeks strategies to develop new centers. CACGA currently supports 36 Full Members, 3 Associate Members and 1 Developing Member. Twenty-five of our centers (69%) are members of the National Children's Alliance which include 17 accredited and 8 associate members.

Position Summary:

The Director of Development is responsible for creating a diverse fundraising strategy to increase revenue to meet the growing needs of the organization. Focus should be on raising unrestricted dollars; however, fundraising strategies to promote, program/center expansion, capital improvement projects, endowment and capacity building needs of CACGA are also critical. The Director will manage all fundraising efforts including special campaigns, major gifts, membership relations, foundation and corporate giving, event sponsorship, annual giving, and in-kind support. The Director of Development reports directly to the Chief Executive Officer.

Responsibilities/Duties:

- Collaborate with the CEO and Board of Directors to develop and implement a strategic fundraising and marketing plan for all aspects of fund development that fits together with the CACGA's overarching strategic plan. This plan should include revenue projection, budgeting, high dollar donor mining and cultivation, all giving campaigns, planned gifts, and special events.
- Develop and maintain relationships with key funders, Board members, Center Directors, volunteers, and others.
- Prepare high-quality materials, proposals, and reports required to support ongoing fundraising activities.
- Plan, establish, analyze and report on progress against goals, benchmarking where appropriate.
- Engage Board members and Member Centers in the fund development process.
- Manage the department in a fiscally sound manner.

- Design and oversee all solicitation appeals, website content, and development collaterals.
- Oversee all cultivation and solicitation events.
- Ensure that appropriate systems are in place to achieve high customer service to donors and potential donors.
- Write grants, including identifying, cultivating, and soliciting foundation and governmental support.
- Oversee the planning and coordination of special events.
- Oversee the administration of the Center's database as well as all activities associated with gift entry and updates, including: processing contributions, pledges and invoices, creating and sending acknowledgement letters, tracking grants and producing reports.

Qualifications:

- Bachelor's degree required; advanced degree preferred.
- CFRE also preferred

Additionally, the ideal candidate possesses the following:

- A minimum of 3-4 years of directly related, progressively responsible work experience with a proven record of leadership including successful cultivation and solicitation of large gifts, and a demonstrated working knowledge of all areas of fundraising with particular emphasis on major gifts.
- Experience designing and implementing comprehensive and diversified fundraising plans.
- Demonstrated knowledge of proven fundraising principles, best practices, and models through the ability to articulate pros and cons of each and succinctly advocate for a preferred solution.
- Demonstrated ability to deal effectively and persuasively with all levels of the organization, including Board of Directors, association members, volunteer leadership, senior management and staff.
- Strong inter-personal skills and motivational ability to foster collaborative teamwork.
- Exemplary written / verbal communication skills are required including presentation and negotiation, as well as good sense of humor.
- Knowledge of the technology field and growth capital campaigns is a plus.
- Proficiency with Microsoft Office is necessary. Experience using a donor data management system (such as Donor Perfect or Raisers Edge) is desired.

Salary level commensurate with experience.

How to Apply:

For immediate consideration, please email your cover letter with salary history, resume, and a list of at least 3 references as attachments to:

hr@cacga.org

Resumes must be received by August 10, 2010.

NO PHONE OR RECRUITERS – PLEASE

We are an Equal Employment Opportunity employer. People from diverse backgrounds are encouraged to apply.

Our vision is that when abuse is reported, every child in Georgia will have access to the services provided by a Children's Advocacy Center. To learn more about us, please visit www.cacga.org.