



A Higher Calling

Director of Development

Full-Time

One Love Global (OLG) is a Black-led community organization, founded in Detroit in 2004 and based in Lansing, Michigan. Our mission is to transform communities so Black children experience justice, peace, healing, opportunity, and abundance. We envision global liberation and reparations where Black people experience radical love of self, community, and planet.

To achieve this, One Love Global serves as a movement leader, backbone, and capacity builder to dismantle systems of racism and break transgenerational cycles of poverty and trauma. We center the voices and leadership of Black youth and build power toward racial equity at the intersections of educational, economic, and environmental justice.

POSITION OVERVIEW

We are seeking a full-time Director of Development. This is a new position created to build a more intentional fundraising effort at OLG that supports our ongoing work and growth. As part of the Capacity Team, the Director will support fundraising strategy and strengthen our overall fundraising capacity. This is a new position in the organization and a great opportunity for a seasoned fundraiser and a creative self-starter to take a leadership role in supporting OLG's mission. Our ideal candidate would have familiarity with / be based in the Midwest, but the position is remote, and we will consider candidates outside of the Midwest.

PRIMARY FUNCTIONS

Individual Giving

- Develop and implement a major donor strategy, including identifying new and existing potential major donors and creating and implementing stewardship and solicitation plans, with appropriate frequency of outreach, communication, appreciation and involvement
- Deepen OLG's fundraising events and campaign strategy
- Lead digital fundraising using social media and email communications
- Recruit and manage volunteers to support fundraising efforts

Corporate Giving

- Grow OLG's corporate giving engagement, including identifying corporate prospects, cultivating relationships, managing recognition/benefits, and other ongoing stewardship
- Draft corporate grant/sponsorship proposals, letters of inquiry, and reports

Administration

- Maintain accurate records and donor information in Salsa Labs donor database, tracking cultivation and stewardship activities and progress to goals
- Prepare acknowledgements and other donor appreciation
- Work with Capacity and Creative teams to develop effective donor communications, e.g. solicitation and stewardship materials that highlight OLG's work, mutual interests, funding needs, sponsorship opportunities (as applicable) and other relevant information
- Provide audit support and monthly reconciliations

Special Projects

- Lead efforts to organize a Philanthropic Summit for foundations, corporations, and individual donors to envision and develop shared commitment to racial justice and equitable philanthropy
- Lead efforts to increase team/volunteer/board capacity to fundraise and nurture a strong culture of philanthropy throughout OLG
- Support with the development of grant proposals, as needed
- Other duties as assigned

DESIRABLE SKILLS & EXPERIENCE

- Deep alignment with and passion for OLG's mission and vision
- People-person who enjoys nurturing strong relationships across diverse groups (youth, community members, donors, board, partners, volunteers, etc.)
- Well-versed in all aspects of fundraising, including cultivation, solicitation, and stewardship within the context of community-based organizations
- Excellent writing, editing, and verbal communication
- Takes a creative and intentional approach to fundraising in alignment with values of equity, transformative change, and loving relationships
- Self-starter with the ability to work both independently and collaboratively as part of a remote team
- Highly adaptable, with agility to identify opportunities as they arise and pivot effectively
- Able to manage multiple details, prioritize tasks, and follow through while keeping the big picture central
- Experience with donor management / CRM tools (e.g. Salsa, Every Action, Salesforce)
- Knowledge of social justice philanthropic landscape

TO APPLY:

Please send your resume and a cover letter to: connect@oneloveglobal.org with "Director of Development" referenced in the email subject. We will begin to review applications and reach out to candidates in January 2022. This job will be posted until it is filled.

Compensation: The salary for this position is \$60,000 - \$70,000, with benefits package.

We strongly encourage folks who are Black, Indigenous, People of Color, LGBTQ+, non-binary, disabled, women and/or have been impacted by systems of oppression to apply.