



Director of Development
\$70,000 or commensurate with experience

Favarh is an exciting, innovative nonprofit organization supported by passionate leaders and a caring and knowledgeable staff. It is recognized as a national leader among intellectual and developmental (IDD) service providers. Founded in 1958, Favarh offers Day, Employment, Residential, Transitional, Transportation, and Recreational Services for individuals living throughout the Farmington Valley and beyond. Dedicated to improving the lives of individuals with IDD, Favarh's recent innovative solutions include the development of two integrated residences Bear Woods Apartments (Canton) and Lavender Field Apartments (Bloomfield), day services for teens and adults at its new 20,000 square foot Life Enrichment Center, and its soon-to-be-completed 8,000 square foot Adaptive Wellness Center located on its growing campus.

Full Job Description

The Director of Development is responsible for facilitating and/or overseeing the sustainment of positive donor and grantor relationships, developing and supporting fundraising campaigns and activities, and grant writing on local, state and federal levels to raise funds that support the mission of the organization, "To Help Each Person Achieve His or Her Personal Best."

Furthermore, the candidate is expected to:

- Maintain current donor relationships and develop new donor relationships by identifying and stewarding prospective donors
- Work creatively and cooperatively with all departments to maximize fundraising opportunities and meet individual department needs
- Sustain and grow grant sources for programmatic and capital needs to civic and local groups, foundations, corporations, state and federal agencies, and other regional and national sources. (40+ current annual grant applications)
- Solicit and support the solicitation efforts of staff/volunteers for annual sponsorships regarding current events, which may be expanded to support operational activities (e.g. Day Program, Transportation, etc.)
- Work collaboratively with the Marketing Department on the development of campaign materials, solicitations, and documentations, such as donor reports, annual reports, etc.
- Manage and oversee duties of secondary development staff person (to be hired)

Benefits

- 401(k)
- 401(k) matching
- Dental insurance
- Disability insurance
- Employee assistance program

- Health insurance
- Health savings account
- Life insurance
- Paid time off
- Parental leave
- Referral program
- Vision insurance

Schedule

Monday to Friday / weekend availability, as needed

- Time will be divided between work in an office environment and work in the community, meeting with potential and existing donors, community leaders and groups, making presentations and participating in community events and services
- Attendance at evening and occasional weekend meetings is a responsibility of this position

Education

Bachelor's Degree (in nonprofit development field preferred)

Experience

A minimum of 5 years experience working in nonprofit development, including:

- Demonstrated experience soliciting and securing major gifts
- Demonstrated successful grant funder research, grant proposal writing, and grant reporting experience
- Familiarity with social media and online fundraising practices (e.g. Facebook, Instagram, etc.)
- Experience working with people of different cultures, abilities and age groups preferred
- Experience working with individuals with intellectual and developmental disabilities (IDD) a plus

Send cover letter and resume by October 1, 2021 to Hiring Manager; scotscala@sbcglobal.net

Favarh is an Equal Opportunity Employer.