



**Title:** Development Director

**About Brilliant Detroit:**

Brilliant Detroit is a non-profit dedicated to building kid success families and neighborhoods where families with children 0-8 have what they need to be school ready, healthy and stable. We do this by providing evidence-based programming and support year round out of Brilliant Detroit sites in high-need neighborhoods.

We are focused on offering a nurturing space for our communities; our participants report feeling loved and welcomed at Brilliant Detroit, which has become their second home.

We are dedicated to working with, for, and by our communities, specifically focused on education, health, family support, and neighbor connections. We currently work in six neighborhoods and will open four more in 2019. To learn more please visit:

<http://brilliantdetroit.org/>

**Position Summary:**

The Development Director will be a part of the global team. The primary role of this position will be to oversee Brilliant Detroit's fundraising efforts, including developing, managing and administering Brilliant Detroit's existing fund development strategies. With the support of the CEO and the Board of Directors, the Advancement Director will design and implement a multi-level development plan to fully scale Brilliant Detroit and its relationship driven mission. .

This position will support communication efforts which will include supervising the Social Media and Brand Ambassador.

**Essential Job Responsibilities:**

- Manage a comprehensive development program, including: major, planned and foundation giving; a comprehensive annual giving program; corporate sponsorships and partnerships
- Serve as the chief fundraiser as Brilliant Detroit scales: maintain a portfolio of prospective and current major donors; focus on cultivating, soliciting and stewarding of individual, corporate and foundation donors
- Work in partnership with the Stewardship Manager to create meaningful touchpoints with all donors
- Draft annual and special appeals to build individual giving base
- Assist the CEO and Board of Directors to maintain strong relationships with current foundation, major and individual donors
- Assist to produce the annual fundraising event
- Recommend and oversee a database for all fundraising efforts
- Oversee all grant efforts: track grant prospects and results
- Oversee the design and production of the organization's communications efforts relative to donor appreciation and recognition

Brilliant Detroit provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics. In addition to federal law requirements, Brilliant Detroit complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.



## Working Conditions

- The ability to work cooperatively with different personalities and individuals of diverse racial/economic/cultural background
- This position may require weekend work
- Travel required, reliable transportation needed

## Qualifications:

- Superior written communications skills
- Experienced public speaker
- At least five years in a previous significant development role
- Experience with capital campaigns