



Director of Development

Note in the Pocket - Raleigh, NC

Note in the Pocket is a non-profit organization dedicated to providing clothing to impoverished and homeless children in the Triangle area. Our mission is to ensure that no child goes without the basic necessity of clothing, thereby promoting their confidence and success in school and beyond. We are seeking a dynamic and passionate Development Director to lead our fundraising efforts and support our mission-driven initiatives.

Position Overview: As the Development Director, you will play a crucial role in managing and expanding Note in the Pocket's development team in the Triangle area. You will be responsible for implementing a comprehensive fundraising program to support our program growth goals, ensuring the achievement of annual revenue targets. This role requires a strategic thinker with a proven track record in fundraising, donor cultivation, and team leadership.

Primary Responsibilities:

- Collaborate with the board and Executive Director to set, execute, and achieve revenue goals aligned with our strategic plan.
- Cultivate, care for, and steward donors to establish long-term transformative relationships.
- Oversee our signature Socks and Undie 5K events, providing support and ensuring their success.
- Develop and implement a well-organized, multi-faceted development plan to scale our program.
- Manage the regional development team, guiding their efforts in identifying and cultivating donors.
- Plan, monitor, and evaluate all fundraising campaigns and activities to maximize their impact.
- Maintain a well-organized development office, fundraising systems, and accurate record-keeping.
- Recruit, train, and support fundraising volunteers to enhance our fundraising efforts.
- Manage and maintain the donor database, and prepare stewardship reports and communications.
- Secure corporate gifts, sponsorships, and foundation support to diversify our funding sources.
- Assist the Executive Director in making compelling presentations to potential funders.
- Collaborate closely with the Executive Director to build awareness and expand positive fundraising relationships among corporate and foundation constituencies.



Qualifications: Education:

- Bachelor's degree in Business, Social Services, or related field (preferred)
- CFRE Certification (preferred)

Experience:

- 5-10 years of experience in fundraising or nonprofit settings, with Wake and Durham County experience being a plus.
- Proven track record of raising \$1M+ annually and managing a portfolio of 150+ donors.
- Experience leading and supporting collaborative fundraising and communications teams.
- Experience using CRM databases, preferably Little Green Light or similar platforms.
- Proficiency in fundraising software and tools, with excellent oral and written communication skills.

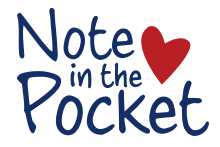
Knowledge, Skills, and Attributes:

- Knowledge of CRM systems
- Ability to relate well with diverse individuals, listen actively, build rapport with dignity and tact, and comfortable working in a cross-cultural environment.
- Proficient in Google Suite, Microsoft Office, and social media platforms (LinkedIn, Facebook, Instagram, etc.).
- Strong time management skills with the ability to work effectively in a deadline-driven environment.
- Detail-oriented with a commitment to excellence, accuracy, and continuous improvement.
- Proactive problem solver with the ability to identify and implement effective solutions.

Join us in our mission to provide clothing and support to children in need. If you are a dedicated and experienced fundraising professional looking to make a meaningful impact, we encourage you to apply for the Development Director position at Note in the Pocket.

Job Type: Full-time

Pay: From \$70,000 per year



Benefits:

- Dental insurance
- Health insurance
- Life insurance
- Paid time off

Work Location: In person