

Director of Development

The primary objective of the Director of Development is to further develop and implement Ethne's fundraising strategy. This position will report to Ethne's Executive Director and build upon the trust and relationships that have been formed with current individual donors, foundations, corporations, and other charitable organizations and seek to develop new fundraising partnerships to propel Ethne Health along its mission to provide comprehensive, high-value, culturally sensitive healthcare within our vibrant community.

Major Areas of Responsibility:

- Develop Ethne's development team structure with concrete goals to foster ongoing donor relations (individuals, families, foundations, churches, and corporations).
- Use income projections and budgetary spending needs to help develop specific fundraising/development goals for the year.
- Coordinate stewardship of Ethne's key donor and champion relationships.
- Provide and help implement a strategic plan for creating new development partnerships and donor relationships.
- Lead collaboration among part-time staff support, consultants, and volunteer support as the sole full-time member of Ethne's development team.
- Collaborate with grant writing consultants to identify and apply for additional funding opportunities.
- Lead fundraising campaigns throughout the year.
- Provide input on Ethne's social media/newsletter presence.
- Think strategically and implement strategic priorities and practices.

Education and Experience

- Advanced degree and/or at least 3 years of experience in non-profit fundraising, with corporate communications and marketing experience a plus.

Qualifications

- Passionate about Christian ministry to the underserved and in full agreement with Ethne Health's mission and core values.
- Willingness to serve persons with limited access to healthcare and who are from different cultures and faith beliefs.
- Computer literacy and familiarity with MS Office products.
- Experience with CRM and/or other database management software.
- Experience with social media platforms and basic graphic design programs (e.g.



ethnē health
a community clinic

Canva).

- Adherence to OSHA and confidentiality requirements.
- Ability to work well in a team setting.
- A basic familiarity with medical terminology is preferred.
- Gifted communicator with a high degree of emotional/cultural intelligence.
- A person of action with energy, flexibility, and resolve

Salary Range:

- \$75,000 - 95,000 annually

Please send inquiries with resume/CV and cover letter to:
robert.contino@ethnehealth.org