

Position: Strategic Development Director

Location: Reno, NV

Reports to: Executive Director

Status: Full-Time, Salary, Benefits Package

Organizational Description

Awaken is a faith based non-profit organization located in Reno, Nevada and Green Bay, Wisconsin. Our mission is to increase awareness and education surrounding the issue of commercial sexual exploitation and to provide housing and restoration for its victims. Our vision is to transform our community with the ultimate goal of eradicating commercial sexual exploitation. We aim for victims to be restored to their fullest potential. We aspire to be an inspirational model for other communities.

Job Description

The Strategic Development Director role is responsible for advancing Awaken's mission by driving strategic fundraising initiatives, cultivating donor relationships, managing communications efforts, and overseeing the effective utilization of DonorPerfect software. This position focuses on aligning Awaken's development strategy with long-term organizational goals, ensuring financial sustainability and greater mission impact.

In collaboration with the Executive Director, and Chief Executive Team, the Strategic Development Director will design and implement a fundraising plan that includes major gifts, recurring donors, corporate sponsorships, grant funding, and strategic partnerships. The role also involves assisting the Executive Director with grant writing and management while overseeing Awaken's brand, messaging, and communications to engage stakeholders and increase visibility.

Responsibilities

Strategic Fundraising & Donor Development

- Develop and execute a comprehensive, multi-year fundraising strategy aligned with Awaken's long-term goals, focusing on major gifts, recurring donors, and institutional support.
- Identify and cultivate relationships with high-capacity donors, corporate sponsors, foundations, and church partners.
- Collaborate with the Executive Director and Chief Executive Team to strengthen fundraising capacity and leverage existing networks.
- Work with the CEO to create and implement donor engagement plans, ensuring meaningful connections and impactful stewardship.
- Lead strategic planning for donor cultivation events, ensuring alignment with organizational priorities.

Grant Writing & Management

- Support the Executive Director in researching, writing, and submitting grant proposals, ensuring alignment with program needs and organizational priorities.
- Assist in managing grant compliance, including tracking deadlines, reporting deliverables, and gathering relevant program data and metrics.
- Collaborate with program staff to collect compelling success stories and data for use in grant applications and donor communications.
- Build and maintain relationships with grant funders, ensuring consistent communication and alignment with funder expectations.

Strategic Communications & Branding

- Develop and oversee a strategic communications plan to elevate Awaken's mission and impact, ensuring consistent messaging across all platforms.
- Create and manage high-quality donor materials, including proposals, pitch decks, newsletters, and stewardship reports.
- Represent Awaken at public events, conferences, and community engagements, serving as an ambassador for the organization.
- Lead efforts to enhance Awaken's brand visibility, ensuring alignment with trauma-informed practices and faith-based values.

Leadership & Collaboration

- Work closely with the Executive Director and Chief Executive Team to align development efforts with organizational goals.
- Provide guidance and oversight to team members and volunteers involved in fundraising, communications, and grant activities.
- Ensure accurate tracking and analysis of donor data, grant performance, and campaign results, utilizing tools such as Donor Perfect.
- Monitor trends in philanthropy and nonprofit communications to adapt strategies for maximum impact.

Qualifications

Education & Experience

- Bachelor's degree required; advanced degree preferred.
- Minimum of five years of experience in nonprofit development, strategic fundraising, or donor relations.
- Proven track record in cultivating major donors, securing grant funding, and meeting or exceeding revenue targets.

Skills & Attributes

- Strategic thinker with exceptional leadership and project management skills.
- Excellent written and verbal communication skills, with experience in grant writing and donor engagement.

Strategic Development Director

Job Description

- Strong relationship-building skills with the ability to connect with donors, funders, and community stakeholders.
 - Proficiency in donor management software (e.g., Donor Perfect), Microsoft Office, and Apple iWork.
 - Deep understanding of issues related to commercial sexual exploitation and a commitment to trauma-informed practices.
 - Professionalism, integrity, and confidentiality.
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Application Process

Interested candidates should submit a formal cover letter, resume, and references to **jobsnv@awakenjustice.org** with the position title in the subject line. Only complete applications meeting minimum qualifications will be considered.