



NOW HIRING

Director of Development

Are you a passionate fundraiser who believes that everyone deserves a path to independence and dignity? **Gulfstream Goodwill Industries** is seeking a dynamic, mission-driven **Director of Development** to fuel life-changing programs right here in our community. Through housing and shelter options, a Career Academy, and skill-based workforce development programs, we help individuals facing homelessness, disabilities, and economic hardship build stable, self-sufficient lives. Your fundraising work will directly change the trajectory of real people's lives every single day.

When you join Gulfstream Goodwill, you become part of something far bigger than a single organization. As a proud member of **Goodwill Industries International** you carry the strength, credibility, and legacy of a nationwide movement dedicated to dignity, second chances, and lasting impact.

THE ROLE:

Reporting to the President/CEO, you will design and execute a comprehensive fundraising strategy with a bold five-year goal of growing philanthropic revenue from **\$1.2 million to \$3 million**. You will work with other staff to oversee the development function of the organization, manage a major gifts portfolio, build and deepen donor relationships at every giving level, launch a planned giving program, champion a vibrant culture of stewardship, and partner closely with board members and community leaders to expand our pipeline of philanthropic support.

WHAT WE SEEK:

- ✓ 5+ years of nonprofit fundraising experience with a demonstrated major gifts track record, including solicitation of five- and six-figure gifts
- ✓ Proven ability to build and manage a strategic, multi-year development plan across major gifts, annual giving, planned giving, and events
- ✓ Strong relationship skills — equally at ease with board members, major donors, community leaders, and colleagues
- ✓ Experience with donor database management, donor relationship management systems, and disciplined portfolio tracking
- ✓ Exceptional written and oral communication skills, including the ability to craft compelling donor-facing narratives
- ✓ Bachelor's degree in Nonprofit Management, Business, Communications, or related field required; CFRE preferred

SALARY RANGE: \$95,000 - \$110,000

FOR MORE INFORMATION AND TO APPLY: <https://recruiting.paylocity.com/Recruiting/Jobs/Details/4371018>