



Director of Development

Position Description

Food Rescue US is seeking a strategic and dynamic Director of Development to lead our fundraising efforts, broaden our donor base of support and strengthen donor engagement. As part of the senior leadership team, you will report directly to the CEO and work closely with the Board of Directors to drive the organization's growth and financial sustainability. This role offers an exciting opportunity to advance our mission of alleviating hunger and reducing food waste (with its negative impact on our environment) while making a significant impact across 44 markets in 23 states and the District of Columbia.

Food Rescue US is a national nonprofit organization that uses a web-based app to engage volunteers and food donors in transferring nutritious surplus food to social service agencies serving the food insecure. Since our founding in 2011, we've rescued over 209 million pounds of food and provided 174 million meals.

Key Responsibilities:

- **Fundraising Strategy:** Develop and implement diverse fundraising strategies, including major gifts, corporate partnerships, grants, and special events, to support the organization's mission.
- **Donor Relations:** Cultivate and steward relationships with current and prospective donors, ensuring long-term engagement and support.
- **Team Leadership:** Lead and mentor a small team of fundraising professionals, setting goals, providing guidance, and fostering a collaborative environment.
- **Grant Management:** Oversee all aspects of grants management, including prospect research, proposal development, reporting, and compliance with funders.
- **Corporate Partnerships:** Build and sustain corporate partnerships, securing sponsorships, donations, and in-kind contributions aligned with our mission.

- **Site Specific Development:** Work with the development team and local site directors to develop and implement local fundraising strategies across the Food Rescue US network.
- **Communications:** Work with the marketing team to craft compelling narratives and develop fundraising materials (impact reports, proposals, case statements) to effectively communicate our mission and impact to donors and stakeholders.
- **Collaboration and Strategy:** Partner with the CEO, Board, and staff to align fundraising strategies with overall organizational goals and priorities.
- **Event Planning:** Conceptualize and execute fundraising events, campaigns, and initiatives that enhance donor engagement and contribute to financial growth.
- **Budget Oversight:** Collaborate with the CEO to manage and monitor the development budget, ensuring efficient resource allocation.
- **Data and Reporting:** Use data and analytics to evaluate fundraising efforts, assess effectiveness, and adjust strategies as needed.

Qualifications:

- Bachelor's degree or equivalent professional experience (Master's preferred).
- A proven track record of 5+ years in development or fundraising, with demonstrable success in securing major gifts, grants, and sponsorships.
- Strong experience in grant writing, management, and reporting.
- Ability to build and maintain corporate partnerships.
- Exceptional written and verbal communication skills, with a proven ability to craft compelling donor narratives.
- Proficiency in MS Office and Google suite. Experience with fundraising software, databases, and analytics tools is a plus.
- Leadership experience with a collaborative, team-oriented approach.
- Strong organizational skills, with the ability to manage multiple projects simultaneously.
- Willingness to travel locally, regionally, and occasionally nationally, to attend conferences, and events.
- Passion for the mission of Food Rescue US and a commitment to reducing food waste and addressing food insecurity.

Location and Compensation:

This position is remote, with a preference for candidates located near the Food Rescue US headquarters in Fairfield County, Connecticut. Salary range is \$100,000 to \$110,000 commensurate with experience. Benefits include 401(k), life insurance, and paid time off.

To Apply:

Please submit your resume and cover letter to jobs@foodrescue.us detailing your relevant experience and accomplishments, including any prior experience in/demonstrated commitment to food insecurity and climate change. Resumes without an accompanying cover letter will not be considered. Applications will be reviewed on a rolling basis.

Food Rescue US is an equal-opportunity employer committed to diversity and inclusion. We look forward to hearing from you!