



## **Director of Development**

U-Turn Sports Performance Academy, a faith based Christian organization in Richmond, VA founded in 1992, offers athletic training, community outreach and biblical guidance to young people ages 6 to 18. We currently have a full time staff of 9 and an operating budget of \$1.3 million in helping to serve a diverse population of more than 3,500 students and their families.

The successful candidate for Development Director will:

- a. Be a Christian
- b. Report directly to the President and have the opportunity to lead, shape and grow the development based resources in partnership with the Board of Directors and President.
- c. Expand financial support to increase student participation and
- d. Implement new initiatives and deepen current donor relationships in a dynamic workplace that seeks to model Christian love and transform lives.

### **Responsibilities Include:**

- Creating and executing a plan for expanding U-Turn's annual fundraising and growing and sustaining a large base of annual individual donors
- Securing financial support for a Christian organization from individuals, churches, foundations and corporations
- Initiating a major gifts campaign and maintaining ongoing relationships with major donors
- Marketing and public relations initiatives that include overseeing organization of special events, website updates and community relation functions
- Developing and tracking proposals and reports for all foundation and corporate fundraising
- Overseeing donor acknowledgements, data entry and gift processing

### **Preferred Qualifications:**

**Education:** BA (required), MA (a plus)

**Development/Fundraising:** 2- 3-plus years desired development/fundraising experience. Proven ability to run successful annual and capital campaigns that engage multiple donor channels.

**Project Leadership:** Experience in planning, leading, managing and tracking development projects, including coordinating with peers to achieve desired outcomes and reporting to the Board of Directors.

**Entrepreneurial Spirit:** Track record for taking initiative in projects and for creating vehicles for production and management of projects.

**Communications:** Skill in creating powerful, compelling written and oral communications for fundraising. Ability to convey complex ideas through brief, simple materials. Credibility when presenting materials to external audiences.

**Influencing:** Gets others to accept ideas by using convincing arguments, creates a win-win situation and responds appropriately to key stakeholders.

**Relationship Builder:** Skill at establishing and cultivating strong relationships with peers, across different levels of the organization and externally to reach common goals and objectives.

If called to this opportunity, please send resume along with salary requirements to:

Mrs. Brenda G. Long  
120 Tredegar Street.  
Richmond, VA 23219  
Or via E-mail: [brenda.long@dom.com](mailto:brenda.long@dom.com)