



Director of Development and Communication

Project Morry is a comprehensive, year round youth development organization dedicated to empowering children from under-resourced communities to envision a positive future. Our nine year commitment to each child seeks to close the opportunity gap through a combination of academic enrichment and support, an exceptional summer camp experience, and one-on-one mentoring.

Project Morry changes outcomes for students from the tri-state area by improving opportunities and changing outcomes through proven programs: approximately 98% of Project Morry students graduate from high school, 85% attend college and 91% of those who attend college graduate. In addition to their academic success, Project Morry students exemplify our principles of teamwork, positive core values, volunteerism, and personal responsibility. They are leaders at school and in their communities.

Position

The Director of Development and Communication for Project Morry is an energetic and hands-on leader. S/he will be responsible for directing a dynamic multi-platform fundraising and communications strategy including individual giving, corporate and foundation support, events, and direct marketing in collaboration with Project Morry senior leadership and the Board of Directors.

- Create and implement a comprehensive fund development plan for increasing revenues and building sustainable streams of funding from individual giving, corporations, foundations, and special events.
- Develop yearly overall funding goals as well as specific goals for each funding stream. Establish donor retention, moves management, and leadership giving goals.
- Manage board committees related to events, fund development, and marketing to maximize participation and collaboration. Coordinate identification and achievement of committee goals, manage meeting logistics and follow-up actions.

Major Gifts/ Individual Giving

- In collaboration with Project Morry senior leadership and the Board, develop and implement a plan to cultivate and provide stewardship to major donors. Serve as one of the organization's lead solicitors and relationship managers for gifts at all levels.
- Manage the ongoing stewardship and active engagement of donors through recognition, appreciation events, and communication plans.
- Support the Executive Director and Board by providing research, support materials, talking points, and managing logistics for donor meetings and site visits as needed.

Communications/ Marketing/ Community Relations

- Develop and implement an integrated marketing and communications calendar and process including direct mail, traditional and social media.
- Create compelling written materials on Project Morry's mission, vision and impact to support marketing and program materials as well as print, digital and social media.
- Establish strategic partnerships with businesses, foundations, and other nonprofits that advance Project Morry's mission. Act as a spokesperson for Project Morry, attending events, conferences, and other networking opportunities to represent the organization in the community.

Events

- In collaboration with Project Morry senior leadership and Event committees, coordinate the planning and execution of Project Morry's annual Fall Benefit and Spring young professionals event as well as targeted cultivation events. Set revenue goals and strategies, develop marketing plans and materials, and identify and solicit honoree and sponsorship opportunities.

Foundations/ Corporations

- Work closely with the grant writing consultant in the completion and submission of new and renewal grant applications and required reports. Write and edit documents as needed.
- Cultivate new and existing foundation and corporate relationships. Identify new ways to engage with corporate partners to deepen the organization's relationship through volunteer opportunities or event sponsorship.

Qualifications

- Knowledge and experience with individual/major giving required. A proven track record raising funds, specifically in soliciting and closing new gifts.
- Experience in donor communications, special events, and corporate and foundation grants preferred.
- An engaging personality capable of energizing donors and stakeholders about Project Morry's mission and programs. Skilled at building relationships by understanding the needs and interests of donors at different levels.
- Self-starter with the ability to be a proactive problem solver in an entrepreneurial environment. Ability to think strategically and analytically with excellent follow through and attention to detail. Strong project management skills required.
- Flexible team player with a high level of professionalism who can work collaboratively in advancing the goals and mission of the organization.
- Exceptional written and verbal communication skills.
- A minimum of 5 years of progressively responsible development experience in the nonprofit sector.
- Bachelor's degree required; relevant master's degree preferred.
- Proficiency in Salesforce as well as basic graphic design skills preferred.

Project Morry is an equal opportunity employer. People of color, women, people with disabilities, immigrants, veterans, members of the LGBTQ community, and those with lived experiences in the communities we serve are strongly encouraged to apply.

Compensation

This is an outstanding opportunity for a highly motivated individual to assume a pivotal role in a fast-growing, highly respected organization. Project Morry is prepared to offer an attractive compensation package, including a competitive base salary as well as health, 403(b), and vacation benefits.

How to Apply

Please send resume and cover letter to Shanna Gumaer, Chief Operating Officer, at Shanna@ProjectMorry.org. No calls please.