

Job Title: Director of Development

Location: South Carolina, USA.

Hybrid work arrangement, based in Columbia, SC, with the expectation to be in the office at least 1 day a week. Frequent travel across the state and region is required (25-45%).

About SC Humanities:

SC Humanities is a nonprofit organization dedicated to promoting cultural enrichment and lifelong learning in South Carolina. Through grants, programs, and partnerships, we strive to connect people, ideas, and communities to foster a deeper understanding and appreciation of the humanities. Our work encompasses a wide range of disciplines, including history, literature, philosophy, and more, with a focus on engaging diverse audiences and promoting social cohesion. See www.schumanities.org for more details.

Position Overview:

SC Humanities seeks a dynamic and experienced Director of Development to lead our fundraising efforts and cultivate meaningful partnerships across the nonprofit and corporate sectors. The ideal candidate will possess a strong background in nonprofit development, with a proven track record of securing funding, building strategic partnerships, and engaging stakeholders. This role requires a creative thinker with a strong passion for the humanities, and who can effectively communicate the value of our organization's mission and programs to donors, sponsors, and community partners.

Key Responsibilities:

1. *Fundraising Strategy:* Develop and implement comprehensive and innovative fundraising strategies to support the mission and goals of SC Humanities, working closely with the Executive Director and Board of Directors Resources Committee. This includes identifying new funding opportunities and cultivating relationships with individual donors, foundations, corporations, and government agencies. Coordinate grant writing, proposal development, and other opportunities for external funding.
2. *Partnership Development:* Cultivate and maintain strategic partnerships with other nonprofit organizations, educational institutions, cultural institutions, government agencies, and community groups. Collaborate with partners to leverage resources, expand reach, and maximize impact across the state.
3. *Donor Relations:* Build and steward relationships with individual donors, major donors, and corporate and institutional funders. Develop tailored cultivation and stewardship plans to engage donors and supporters at all levels, ensuring their continued involvement and investment in SC Humanities' programs and initiatives. Administer, maintain, and generate regular reports on office functions such as gift processing, prospect and donor histories, and fundraising efforts.
4. *Friendraising:* Develop and collaboratively implement initiatives to engage, cultivate, and retain a broad base of supporters, including members, volunteers, and advocates.

Organize special events, donor appreciation activities, and outreach campaigns to increase awareness and support for SC Humanities' mission and programs.

5. *Strategic Planning:* Work closely with the Executive Director and Board of Directors to align fundraising efforts with organizational priorities and strategic objectives. Contribute to the development of mid-to-long-term fundraising goals and strategies to ensure the sustainability and growth of SC Humanities.
6. *Budget Management:* Oversee the planning and management of the development budget, ensuring that resources are allocated effectively to support fundraising activities and meet revenue targets.

Qualifications:

- Bachelor's degree and at least five years of experience in nonprofit or corporate fundraising, development, or related fields, with a proven track record of success in securing funding and cultivating donor relationships.
- Strong understanding of nonprofit fundraising principles, techniques, and best practices.
- Excellent communication skills, both verbal and written, with the ability to articulate complex ideas and concepts in a clear and compelling manner to a variety of audiences.
- Demonstrated ability to build and maintain relationships with diverse stakeholders, including donors, board members, staff, volunteers, and community partners.
- Strategic thinker with the ability to develop and implement innovative fundraising strategies and initiatives.
- Highly organized with strong project management skills and the ability to prioritize tasks and meet deadlines.
- Preference is given to candidates with knowledge of the cultural, legislative, or educational landscape in South Carolina.
- Be flexible to work occasional evenings and weekends as required based on events, meetings, and other deadlines.

SC Humanities is an equal opportunity employer, committed to diversity, equity, and inclusion in all aspects of our work.

Salary: Commensurate with experience (range: \$75,000-\$90,000)

To Apply:

Please submit a resume and letter of interest. In your letter, please include examples of your fundraising experience and your vision for advancing the mission of SC Humanities through partnerships and relationship efforts.

Please mail your materials to South Carolina Humanities, P.O. Box 5287, Columbia, SC 29250 or via email to rlakers@schumanities.org. This announcement is valid through July 15, 2024 or until the position is filled.