



Job Posting: Director of Development, prefer Full-Time
Hope Academy GSO
Greensboro, NC

Hope Academy GSO, a non-profit, is seeking a seasoned Director of Development to lead the development effort for the general operating budget and assist the Board of Directors in managing a capital campaign to support our anticipated growth and expansion into a K-12th school.

Hope Academy GSO is a private, non-denominational Christ-centered school, for low income students in grades K through 8th. Our operating budget is currently \$1.6M, approximately 65-70% of which comes through private donors. Hope Academy GSO seeks a Director of Development with the experience, the organizational skills, and determination to meaningfully lead the expansion of our development efforts while wholeheartedly supporting our mission statement: “Through the hope and power of Christ, we partner with families and the community to educate, encourage and equip our students to transform their futures.”

While reporting to the Head of School and supervising support staff, primary responsibilities of the Development Director include:

- Develop and manage the implementation of a comprehensive fundraising plan including foundations, individuals, businesses, faith-based organizations and public-sector funding streams by enabling board members, staff, and volunteers.
- Maintain relationships with current and lapsed donors and pursue prospective donors via phone calls, in person meetings, events and campus tours.
- Produce high quality written materials including grant proposals, letters, reports, mailings and acknowledgements required to support ongoing fundraising and student recruitment activities.
- Create a strategic marketing and communications plan to integrate with Development and manage the production of events and materials to support the plan.
- Prepare reports for the Board of Directors to provide them with up to date information regarding progress, opportunities and challenges.

Needed Competencies Include:

- Development, marketing and/or sales experience

- Excellent people, relationship building and storytelling skills
- Organizational skills and initiative
- Exceptional written and oral communication skills
- Willingness to grow, learn and pursue best practices in the field of Development

Salary Range: \$55,000-\$85,000

Please email a cover letter and resume to jmullins@hopeacademygso.org for consideration.