



FOUNDATION FOR
APPALACHIAN OHIO

JOB POSTING

Director of Outreach – Southern Ohio Director of Outreach – Eastern Ohio

The Foundation for Appalachian Ohio is a regional nonprofit organization looking for motivated and experienced fundraisers who are passionate about making a positive impact across the 32 counties in Appalachian Ohio. We are seeking a **Director of Outreach** to join our dynamic team and transformative mission. Candidates must share FAO's enormous vision for the role philanthropy plays in unleashing the potential of the people in this region. Individuals must have excellent communication and interpersonal skills, enjoy working with a dynamic team, be self-motivated and able to inspire philanthropic giving to create opportunities for the people and communities in Appalachian Ohio.

This position reports to the Senior Director of Outreach and is responsible for leading FAO's work with Affiliate Community Funds. The Director of Outreach will be responsible for implementing fundraising strategies to increase philanthropic support, building and cultivating relationships with donors and sponsors to align their interests and passions with opportunities to donate, assist with organizing events and campaigns, and managing donor databases. You will also work closely with executive and other team members and stakeholders to ensure the alignment of the Foundation's fundraising goals and objectives.

1. Identify, encourage, and increase the success of local affiliate community foundation leaders in assigned counties, resulting in new opportunities through increased prospects/donors, giving and restricted funds across communities.
2. Lead major and planned gift cultivation in assigned counties, contributing to FAO's annual restricted fundraising and planned giving goals.
3. Connect and leverage FAO programs across our affiliate fund partners.
4. Identify potential donor prospects for FAO.

QUALIFICATIONS & CHARACTERISTICS

- Knowledge and deep love of Appalachian Ohio and its people and communities; an ambitious vision for the difference philanthropic investments will make; and a high level of energy to advance new opportunities and achieve true results.
- Motivational leader who builds long-lasting, transformational (versus transactional) relationships, who is courageous and feels a sense of calling for the ministry of inviting others to give time, talent, and treasure.
- Perseverance, resiliency, creativity, and solid sense of humor.
- Self-starter, well-organized, team player who is genuinely excited about the difference we can make together.
- Have a reputation for integrity, courage, resiliency, compassion, optimism ("thinking big"), wisdom, faithfulness, initiative, tenacity, and grit, in addition to a sense of humor and humility.
- Be results-oriented with demonstrated success in all aspects of fundraising. Ideally, candidates will have served in a large nonprofit advancement operation with multi-million-dollar goals, and in a small shop where everyone "pitches in" and wears multiple hats to get the job done.
- Someone who is flexible and can step forward to lead or step back to let others lead.
- Servant leader who is collaborative and a team-builder, effective communicator with experience engaging volunteer fundraisers.
- Someone who can navigate complex challenges and ambiguity with creativity and comfort and is oriented towards growth and driven towards continuous improvement.

RESPONSIBILITIES

- Understand the mission, needs and value proposition of the Foundation and build relationships with prospective donors to increase philanthropic support for the people in Appalachian Ohio. Donors will be identified by listening for opportunities to align their interests and passions with opportunities to make a difference in our communities.
- Actively manage a portfolio of prospective donors to be asked for gifts. Preparation for the "ask" will include creative and strategic utilization of resources to determine the prospective donor's capacity for giving, assess build their interest, raise their sights, sustain their engagement and obtain a gift. Success in the position will be guided by annual metrics such as number of monthly meetings, number of gift commitments, and dollars raised.
- Be part of team creating an inclusive culture that are measured on their adherence to the following core competencies: leadership, continuous improvement, teamwork and collaboration, and communication/interpersonal effectiveness.
- Assist in implementing FAO's advancement strategy and be accountable to clear metrics and data-driven approaches.
- Identify, qualify, and cultivate a portfolio of prospective major gift donors. Pursue connections and discover donor interests and passions, values, capacity. Ensure quality and positive momentum within assigned portfolio to convert prospects to donors. Build context for gift proposals, develop and implement strategic gift solicitations. Maximize opportunities to steward donors to further enhance relationships.
- Operate with a high degree of integrity and independence to make decisions, solve problems, negotiate and adapt to shifting priorities, while also prioritizing teamwork. Expectations include excellent communications and interactions with constituents, collaboration with team members across the Foundation, diplomacy, and discretion. This role requires frequent workweek travel and occasional evening and weekend work.
- Advise and collaborate with communications, marketing, outreach and program teams relative to advancement opportunities.

REQUIREMENTS

- A bachelor's degree in a relevant field or equivalent experience
- Relevant experience in a nonprofit setting with at least two (2) years of professional fundraising experience (building relationships towards philanthropic end through making calls, conducting face-to-face appointments, creating and presenting proposals, closing gifts) and related experience in marketing, sales, public relations, financial advisement, account management or related field with emphasis on donor cultivation, solicitation and relationship cultivation of individuals/businesses.
- Knowledge of fundraising principles, methods, and best practices
- Proficiency in MS Office, CRM software, and online fundraising platforms
- Excellent oral and written communication skills in English
- Ability to work independently and collaboratively
- Creativity, initiative, and problem-solving skills
- Deep passion for FAO's mission and communities

ADDITIONAL DETAILS

- Full-time position (40-hour workweek) with occasional weekend hours and travel required.
- FAO is based in Nelsonville, OH; work location may be flexible.
- Benefits package includes PTO, health and life insurance, disability plan and retirement plan.
- Compensation commensurate with experience.

ABOUT US

The Foundation for Appalachian Ohio (FAO) is a community foundation for a 32-county region that's historically faced significant challenges. We help donors become catalysts for positive change by investing in the people, programs, and ideas that will improve lives in local communities and throughout the region. We work hand in hand with thousands of everyday givers and volunteers, uplifting the work of 15 affiliate foundations and stewarding more than \$110 million across over 700 charitable funds.

HOW TO APPLY

Please send a cover letter and resume to Maureen Sharkey, Chief of Staff (msharkey@ffao.org).

This job description is intended to convey information essential to understanding the scope of the job and the general nature and level of work performed by job holders within this job. This job description is not intended to be an exhaustive list of qualifications, skills, efforts, duties, responsibilities or working conditions associated with the position.

FAO embraces diversity and is committed to creating an inclusive environment for all employees.