

First Tee Idaho's Mission

We enable kids to build the strength of character that empowers them through a lifetime of new challenges. By seamlessly integrating the game of golf with life skills curriculum, we create learning experiences that build inner strength, self-confidence, and resilience that kids carry to everything they do.

Position Overview

The Development Director will play a pivotal role in advancing First Tee Idaho's mission by driving fundraising efforts, cultivating donor relationships, and ensuring the financial sustainability of our programs. The Development Director is responsible for ensuring that First Tee Idaho reaches its strategic fundraising goals, as determined by the Board of Directors and Executive Director, including developing and implementing one-year, five-year, and long-term goals for funders and partnerships.

The Development Director designs, implements and leads a sustainable development program including annual giving, major giving, corporate giving and grant writing. The ideal candidate is a strategic, results-oriented professional with a proven track record of overall fundraising success.

Key Responsibilities

Major Gifts, Individual and Corporate Giving: Identify, cultivate, solicit, and steward relationships with major donors to secure significant financial contributions and increase funding year over year.

- Develop, implement, evaluate, and grow individual giving campaign efforts.
- Cultivate and maintain strong, positive relationships with donors, volunteers as well as corporate and community partners.
- Develop strategies for new donor acquisition and cultivation of prospects.
- Responsible for continuous research on, and development of, diversified fundraising strategies and techniques to meet financial goals.
- Develop and implement sponsorship programs and solicit gifts in support of special events

Grant Writing: Research, write, and manage grant applications to secure funding from foundations, corporations, and other sources.

- Develop a tracking system to ensure timely solicitation, reporting and compliance with grant requirements.
- Identify grant opportunities, write grant proposals, and manage grant funding.

Event Management: Plan, execute, and oversee fundraising events and donor engagement activities to enhance the organization's visibility and increase revenue.

- Serves as primary coordinator for First Tee Idaho's signature events
- Serve as coordinator for other special events to secure sponsorships and in-kind donations.
- Lead the annual Idaho Gives campaign by securing sponsorships, matching gifts, and major gifts.
- Develop, oversee, and ensure compliance with gift acceptance, gift counting, and gift processing policies and procedures.

Fundraising Strategy: Develop and implement a comprehensive fundraising plan, including individual giving, corporate sponsorships, and annual campaigns.

Donor Relations: Build and maintain relationships with current and prospective donors, ensuring a positive and engaging donor experience.

Data Management: Maintain accurate records of donor interactions, contributions, and outreach efforts in the donor database. Provide regular reports on fundraising progress and metrics.

Collaboration: Work closely with the Executive Director, board members, and other staff to align fundraising initiatives with organizational goals.

Community Engagement: Seek out networking opportunities to build relationships with community members, potential donors, and other veteran organizations (i.e. Chambers, BNI, etc.)

Qualifications

Experience:

- Minimum of 3-5 years of experience in nonprofit fundraising, with a focus on major gifts and grant writing.

- Demonstrated success in individual giving and planning and executing special fundraising events.

Skills:

- Exceptional written and verbal communication skills.
- Experience in prospecting, soliciting, and stewarding individual gifts and corporate sponsorships.
- Experience with major donor cultivation and solicitation of corporate and individual giving of \$10,000 and above.
- Strong relationship-building and interpersonal skills and experience in collaborating with staff, board members, volunteers, and donors to make connections, identify prospects, and create a culture of philanthropy.
- Project management skills to plan, set goals and objectives, and execute actions for special events and donor campaigns.
- Proficiency in donor management software and fundraising tools.
- Ability to work independently and collaboratively in a dynamic work environment.

Education: Bachelor's degree in nonprofit management, communications, business, or a related field.

Attributes:

- Passionate about the youth throughout Idaho, the game of golf, and First Tee Idaho's mission.
- Detail-oriented, organized, and results-driven.
- Creative thinker with a strategic mindset.
- Go-getter, personable, positive attitude

Benefits

- Competitive salary commensurate with experience \$55,000 – \$65,000
- Health Insurance
- Dental Insurance
- Vision Insurance

- Opportunities for professional development and growth
- A chance to make a meaningful impact on the lives of kids and their families.

Application Process

To apply, please submit your resume to **Executive Director, Nick Blasius –**
nblasius@thefirstteeidaho.org