

**Position Title:** Director of Development

**Organization Summary:**

Vero Beach Rowing (VBR) is a 501c3 corporation founded in 2006 on the protected and verdant Indian River Lagoon which provides some of the best rowing water in the country. VBR hosts a vibrant youth rowing program with recorded competitive successes at the state, regional, and national levels with program graduates having been recruited to row at premier collegiate programs such as Stanford and Michigan State. In addition, VBR hosts adult Learn to Row sessions and continuing adult recreational and competitive rowing programs. VBR reaches out to our community to attract youth and adult rowers from disadvantaged segments and partners with numerous other community non-profits to bring rowing opportunities to as many individuals as possible; youth can participate regardless of financial ability to pay. Collaborating organizations include: The Boys and Girls Club, Hibiscus Children's Village, The Crossover Mission, the Wounded Warriors Project, Friends After Diagnosis, and more.

**Position Summary:** The Director of Development leads and manages the strategic direction of VBR fundraising strategies to advance the club's mission. Working closely with the Board of Directors and Director of Rowing (DOR), the Director of Development will grow revenue by cultivating key donor relationships, seeking out new opportunities for financial support through grants and sponsorships, and designing fundraising events that successfully generate funding and increase engagement between donors and the organization.

The successful candidate will:

- Possess a personal commitment to our mission and be an experienced fundraiser, team leader, and supportive team player, serving as the development lead, working closely with the Board of Directors to develop strategy and successfully execute the fund development plan
- Provide executive-level leadership and seamlessly transition between leading innovative efforts and tasks, while collaborating on initiatives with the Director of Rowing and committee and board members.
- Showcase an entrepreneurial spirit and competencies in effectively cultivating long-lasting relationships, developing and executing fundraising strategies, and seamlessly moving donors through the gifting process.
- Lead all aspects of the fundraising cycle, including corporate engagement, major gifts, community funding agencies, grants administration, individual giving, events, annual initiatives, and external communications.

- Oversee the production of communications materials for brand awareness and engagement to strengthen visibility amongst the funding partners and community, creating a pipeline of potential donors.
- Manage the financial operations of VBR including short and long-term budgets, and coordinating the efforts of employees, financial firms, and volunteers as applicable.

### **Skill Requirements**

- Entrepreneurial spirit with a successful track record of seven to ten years of experience in non-profit fundraising - including with six figure gifts and managing diverse fundraising campaigns.
- Excellent project planning, project management, and budgeting skills.
- Ability to work well independently and collaboratively as a team player.
- Familiarity with financial statements and reporting.
- Experience with Network for Good and CRM systems.
- CFRE certification is a plus.

### **Positive Attributes**

- Background in Accounting
- Familiarity with the local community fundraising environment.

### **Compensation & Benefits**

- Competitive salary based on skills, education, and professional experience.
- PTO package
- Medical insurance reimbursement
- Professional development opportunities through USRowing and related organizations.
- Full access to the VBR facilities, including all fitness equipment and a high-quality fleet.

### **Ready to join Vero Beach Rowing?**

Send your resume, references, and any questions you may have to Jimmy Michael at [president@verobeachrowing.org](mailto:president@verobeachrowing.org)

### **Equal Employment Opportunity**

Vero Beach Rowing, Inc. is an equal opportunity employer and does not discriminate based on race, religion, gender, sexual orientation, national origin, age, disability, marital status, veteran status, genetic information, or any other protected status.

### **Disclaimer:**

This job description outlines the general nature and scope of responsibilities and is not intended as an exhaustive list of all duties, skills, or requirements.