Tuesday's Children: Serving and supporting communities impacted by terrorism, war and mass-violence worldwide.

Tuesday’s Children provides a lifetime of healing for families who have been forever changed by terrorism, military conflict or mass violence. Through a time-tested, long-term approach, Tuesday’s Children programming serves and supports our nation’s military Families of the Fallen; builds resilience and common bonds in communities worldwide recovering from tragedies; and keeps the promise to support all those impacted by Tuesday, September 11th.

Position: Director of Development

Description: Tuesday's Children seeks an outgoing, experienced, energetic and creative professional to capitalize on the important mission and history of our organization and help strengthen and diversify the organization's fundraising activities with a focus on our national expansion to serve our nations Gold Star Families of the Fallen. The will work in close collaboration with the Executive Director, the Board of Directors, program staff and service-based constituencies to realize both annual and long-term fundraising objectives through a comprehensive range of initiatives with a focus on individual and planned-giving. The Director of Development will report to the Executive Director and work collaboratively with the Development team.

Responsibilities:

- Develop and lead comprehensive and innovative individual, major-gift and planned giving initiatives in concert with the Development Committee, Executive Director and Development staff.

- Work with the Executive Director to engage and inspire the Board of Directors in fundraising and mission-driven program objectives, with a focus on our national expansion to provide long-term support to our nations Gold Star families.

- Collaborate with Executive Director to determine fundraising strategy in line with current and planned programs and organizational mission and vision.

- Oversee Development expense budget, information management, including strict discipline and practice regarding the fundraising database.

- Oversee major gifts and individual giving strategy and develop and implement original strategies for cultivation of new and renewal donors.
• Plan and manage ongoing and appropriate donor recognition, stewardship, cultivation and solicitation

• Establish a Planned Giving Program

• Assist in development and implementation of media and marketing strategy to raise funder visibility.

• Delegate to staff where appropriate while sharing the vision of the organization, allowing staff to have opportunities to make decisions within their spheres of influences.

• Represent the organization at professional conferences, association meetings, community meetings programs and related events where appropriate.

• Must have ability to work some nights and weekends and for occasional travel, estimated at 15-20%

• Position may be located outside of the New York tri-state area, if necessary

Skills/Qualifications:

• BA degree required, advanced degree a plus

• 7+ years demonstrated experience in nonprofit development, including cultivating and soliciting major gifts and institutional grants and grant management

• Knowledge of key funders in military family support, international initiatives and post-disaster recovery preferred but not required

• Military background a plus

• Strong oral and written communication skills

• Knowledge of Raisers Edge & fundraising databases a plus

• Ability to work in a fast paced, small office environment with a positive attitude

• Self-starter with ability to keep on task to meet deadlines

Please email cover letter, resume and salary requirements to Terry Sears, Executive Director, terry@tuesdayschildren.org.

Start date is March 1st, 2020
This is a professional, full-time position, requiring a four-year degree. Salary is commensurate with experience.

Benefits include: Competitive salary plus excellent benefits including health insurance, generous paid vacation/sick/holidays, 403B, Flex 125 Cafeteria Plan, Professional Development Opportunities, Opportunity to work remotely.