

Development Director Opportunity



The Colorado Latino, Leadership, Advocacy & Research Organization (CLLARO) is seeking an engaging, innovative **Development Director** to support CLLARO's financial growth and strategic vision. We are looking for an experienced professional who is experienced in creating and implementing CLLARO's development plan and who is committed to CLLARO's mission: Empowering Latinos through leadership development, advocacy, and research to strengthen Colorado's communities. We are excited about where CLLARO is headed and we need a part of the team who will champion our mission and connect our donors and community with the work that we are doing.

Qualities of a successful Development Director at CLLARO:

- Strong interpersonal skills and ability to establish confidence and trust with partners
- Strong verbal communications skills and demonstrated ability to write clearly and persuasively
- Takes initiative to set ambitious development goals, creates an innovative plan to achieve them, executes the plan brilliantly, then assesses the impact and adjusts accordingly
- Flexible, can make decisions based on the best information and adjust as needed to have the best outcomes
- Deep knowledge of cultivating and stewarding relationships with private and corporate foundations and donors
- Comfortable with using technology to increase the impact of our development efforts
- A lifelong learner who is intellectually curious, a student of best practices in the development field and changes in the local giving community
- Demonstrated ability to think strategically and thorough understanding of strategic development

Responsibilities:

- Lead the creation and implementation of CLLARO's annual development plan to increase "unrestricted" funds (sponsorships & donations) over the course of the next 12-18 months
- Develop and grow CLLARO's individual donor base; manage annual giving campaigns; cultivate major gifts
- Work with Executive Director to cultivate and nurture relationships with current and potential corporate sponsors, foundation, and individual donors
- Manage CLLARO's annual fundraising event, which includes identifying and securing sponsors, and engaging them in ongoing sponsorship opportunities within CLLARO's programs
- Develop and implement comprehensive marketing and public relations strategy with communications partners and staff. This includes outreach content for website and campaigns designed to educate and recruit supporters
- Train and lead other staff, Board Members and volunteers to support fundraising efforts
- Develop and manage the Board of Director's fundraising strategies and capacity
- Track and communicate outcomes of the development plan using our Donor Management System

Colorado Latino Leadership, Advocacy & Research Organization (CLLARO),
4755 Paris St., Suite 300, Denver, CO 80239, (303) 722-5150

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Responsibilities (continued):

- Develop CLLARO’s “Bequests and Planned Gifts” program with assistance from financial professional
- Other duties to advance the mission of CLLARO as needed

Qualifications:

- Bachelor’s degree and/or equivalent prior experience
- Understanding of non-profit community programs is a plus
- 3-5 years of direct sales or business development experience in a service industry or a non-profit is preferred with an emphasis on corporate sponsorships or corporate sales
- Proven track record of achieving revenue targets and/or annual quota
- Demonstrated ability to prospect, cultivate, and manage new accounts
- Strong partnership-building and event planning skills
- Thorough understanding of all components of a diversified funding base

Compensation:

The salary for this position is commensurate with experience and includes a strong benefits package including health insurance and paid time off. This is a full-time position and requires evening and weekend flexibility.

How to Apply:

To be considered for this position, please send a cover letter and resume to Alexandra Alonso at alexandra.alonso@cllaro.org. In your cover letter please include: where you heard about this position, what makes you passionate about CLLARO’s mission, and your salary requirements. We review applications on a rolling basis and look forward to reviewing your application as soon as possible.

CLLARO is an equal opportunity employer that values workplace diversity and strives to be an inclusive organization. CLLARO takes affirmative action to ensure that discrimination does not occur against any employee or application based on race, creed, color, ethnicity, national origin, ancestry, religion, gender or gender identity, sexual orientation, age, physical or mental ability, veteran status, military obligations, marital status or any other applicable status protected by federal, state or local law.