



Regional Director of Development

Department: Program

Relationships: Region 7 Executive Director, Special Olympics Pennsylvania

Location: This position will be reporting to the SOPA Regional office in Harrisburg Area

Position Summary:

Special Olympics Pennsylvania (SOPA) is embarking on an exciting reorganization and seeks an enthusiastic leader to oversee all geographic area fundraising activities within the newly formed Region 7 area to include Adams, Cumberland, Dauphin, Lancaster, Lebanon, Mifflin/Juniata, Perry and York Counties. In conjunction with regional staff, state staff and local volunteers the Regional Development Director is responsible for developing and implementing fundraising strategies that align with SOPA's Strategic Plan and ensuring the Region is meeting stated revenue goals.

This includes:

- Working with Regional Executive Director, state staff and program volunteers to develop and execute fundraising plans to assure regional budget is met or exceeded.
- Leading and supporting Region 7 Fundraising Team Leaders (volunteers) for day to day activities in region.
- Recruitment and training of Region 7 fundraising volunteers for regional and Team events.
- Providing support and guidance to Region 7 Team fundraising activities (per county as part of the full Region 7 fundraising plan) toward the implementation of an annual campaign comprised of direct gifts and special events.
 - Working with Region 7 Fund Raising Leadership Team, actively seek partnerships that will strategically raise the presence and impact of Special Olympics Pennsylvania within this Region by implementing strategies for funding growth including corporate and individual donors, sponsorships and grants. Partner with state office to elevate major gifts.
 - Work with SOPA state office staff to provide coordination and implementation of Region 7 Fund Raising Plan to ensure synchronized activities with state-run fundraising initiatives and events.
 - Ensure collaboration within the region and with other regions across the state for fundraising activities.
 - Financial management including assessment of all fund raising activities to ensure appropriate ROI (effort vs. revenue) and make appropriate adjustments.
 - Working with state Director of Development Administration, implements fundraising policies and procedures, especially those related to fund raising, as related to the region itself, with other regions, statewide, and SONA/SOI
 - Public awareness – enhance the visibility of Special Olympics Pennsylvania as a whole and to meet the needs within the Region (i.e., volunteers, donor/sponsor marketing, athletes, etc.).

- Other duties as assigned.

Candidate must demonstrate experience in:

- Supervision of volunteer committees.
- Development/FR experience specifically; identifying and developing partnerships for financial support (donor/sponsors), developing and coordinating fund raising events, and writing and executing Fund Raising Plan.
- Computer proficiency (able to utilize office software programs including database, spreadsheets, and word processing applications).

Required Qualifications:

- Two or more years in a senior management position or like experience with demonstrated positive fund raising results.
- Nonprofit experience either in professional or volunteer positions.
- Proven knowledge of fund raising planning and reporting procedures.
- Commitment to travel throughout the Region's geographic area as well as evenings and weekend work as needed.
- Budget development and execution experience.
- Excellent oral and written communications skills.
- Awareness of Region 7's community resources via relationships and/or familiarity with business, volunteer resources, etc. within the program area.

APPLICATION INSTRUCTIONS: Serious applicants will email careers@specialolympicspa.org with: a letter of interest, resume and salary requirement.

No phone calls will be accepted. Resumes sent for positions other than this posting will not receive a response. Communications from recruiters will not be acknowledged.

EEO/M/V/H/V

ORGANIZATION DESCRIPTION

Special Olympics Pennsylvania provides year-round sports training and competition in a variety of Olympic-type sports for children and adults (age 8-80) with intellectual disabilities. All training and competition opportunities are provided free of charge to athletes, enabling everyone to experience the benefits of Special Olympics that extend well beyond the playing field. The athletes of Special Olympics -- over 16,000 strong in Pennsylvania -- are constant reminders of all that is right with the human spirit. Pennsylvania is the 7th largest program and one of the strongest Special Olympics programs in the United States. For more information about how SOPA inspires greatness, visit www.specialolympicspa.org.