



Development Manager

Regional Position-NC, SC, VA and DC

About Reach Out and Read

Founded in 1989, Reach Out and Read gives young children a foundation for success by incorporating books into pediatric care and encouraging families to read aloud together. Reach Out and Read's tens of thousands of trained pediatric providers use books as a diagnostic tool during regular check-ups, and teach parents how to engage their child with a book to promote positive parent-child interactions during the rapid brain growth between birth and age five, particularly in economically disadvantaged families who are at risk for adverse outcomes. The daily practice of reading aloud with a parent supports children's literacy and math skill development, their social-emotional development, and prepares them for future success in school. Through its national network of providers, Reach Out and Read is helping to set 4.7 million children a year on a path to a bright future, from birth.

Reach Out and Read is the only national early literacy intervention delivered through pediatric care providers. The program has been the subject of 16 independent studies, the largest body of scientific research for any psychosocial intervention in pediatrics. Research shows that children served by Reach Out and Read are read to more often, enjoy sharing books more, and have better expressive and receptive language skills.

Reach Out and Read Virginia staff will be part of a regional team. High-quality implementation of the Reach Out and Read evidence-based model is a primary focus for this ROR team, and fidelity and impact guide our work.

The Impact

- Reach Out and Read program sites are located in more than 6,000 hospitals and health centers in all 50 states, Washington, D. C., Puerto Rico and the U.S. Virgin Islands.
- Reach Out and Read serves more than 4.7 million children and their families annually.
- More than 7.2 million new, developmentally appropriate books are given to children annually.
- More than 32,000 medical providers currently participate in Reach Out and Read
- 16 independent studies demonstrate that Reach Out and Read parents are two-and-a-half times more likely to read regularly to their children and, as a result, children's language development is enhanced.

To learn more about Reach Out and Read, visit www.reachoutandread.org.

Opportunity

Reach Out and Read is seeking a Regional Development Manager with a creative, entrepreneurial spirit to support a dynamic and growing team supporting Reach Out and Read programs across the Carolinas, Virginia and Washington, DC. Reporting to the Regional Director of Development, the Development Manager will be responsible for building, managing, and successfully executing Reach Out and Read's regional individual donor engagement and solicitation strategy; oversight of regional data in the donor database, donor relations processes and procedures; the development and execution of cultivation and stewardship strategies; and the creation of strategic individual giving acquisition opportunities increasing program and operating revenue. The role will manage a donor portfolio of individuals contributing below \$10,000, as well as supporting the major giving efforts of the Regional Leadership Team, working closely with the Regional Director of Development, Regional Director and State Directors. The successful candidate will work closely with the Regional Program staff to understand and support the unique needs and priorities of program operations across the region, and he/she will work proactively to collaborate and support the organization's ability to capitalize on new and existing revenue sources.

The ideal candidate will have excellent organizational, inter-personal, written and communication skills, and will be dedicated, detail-oriented, and passionate about working in a growing non-profit supporting Reach Out and Read's unique role and impact in the medical home.

Responsibilities

Individual Fundraising

- Expand all individual development activities, workplace giving, corporate giving, community-based partnerships and medical volunteer donations. This includes prospecting for major gifts, point of entry opportunities, and a specific and heavy focus on prospect cultivation and donor stewardship.
- Research a wide variety of individuals and private philanthropic organizations for the perpetual growth and development of new and existing funding streams at both the local and regional level.
- Manage and oversee donor database for the region, including streamlining procedures between the regional and national office, as well as ongoing data maintenance as it relates to core development operations.
- Help design and manage the implementation of direct mail and solicitation campaigns; coordinate with Program and the Leadership Team to target solicitations for special needs specific to programs.
- Assist the Regional Executive Director, Regional Director of Development and State Directors in the cultivation of prospective and current donors.
- Leverage ROR's CRM to ensure that donor records include accurate gift history, solicitation, and stewardship strategies, and are properly coded to ensure accurate reporting.
- Track donor activity, solicitations, pledges, and gifts for the office and prepare reports based on all donor activity.
- Collaborating with the National Director of Individual Giving on strategies and processes supporting the organization's individual giving strategy.

Institutional Support:

- Facilitate signatures for acknowledgements, grant agreements, and other documents.
- Provide support to the Regional Director of Communications and Regional Director of Development in the production of electronic and print communications materials.
- Support other priorities as needed as delegated by the Regional Director of Development and Regional Director.

Qualifications and Experience

This position offers innumerable ways to learn, grow and excel both personally and professionally within the organization. We respect this "ability to grow" when we review applications and take a broad look at the experience and ambition of each applicant. We want to get to know you and the unique strengths you will bring to the position. We are most likely to be interested in your candidacy if you can demonstrate the majority of the qualifications and experiences listed below:

- 3-5 years' experience in a fundraising and/or Nonprofit leadership.
- Demonstrable success in closing 4-5 figure solicitations and proven experience proactively moving donors through the development cycle.
- Flexibility to work in a remote/work from home environment, with the ability to travel 20% of the time after the COVID-19 pandemic has ended.
- Geographically located within the NC, SC, VA, and DC region.
- Ability to work independently and within a team, demonstrating humility, passion, and people smarts, in a fast-paced, high-expectation environment Highly organized, self-driven, team player, exercising vulnerability-based trust, healthy conflict, active commitment, accountability, and focus on results.
- Functional knowledge of Microsoft Office Suite (Word, Excel, PowerPoint, Publisher, Adobe), etc. and ease with using online platforms for expense reporting and operational needs.
- Excellent writing/proof-reading skills with high-level, consistent attention to detail.
- Impeccable time management, follow-through, and flexibility in executing tasks.
- Exercise discretion/good judgement in handling confidential information and in alignment with organization objectives.
- Experience with Salesforce or similar donor management software preferred.
- Cultural competencies working with diverse constituents including donors, trustees, direct program service participants, and other stakeholders.

Compensation and Benefits

Salary will be competitive with similar roles at non-profit organizations of a comparable size.

For interested candidates, please submit cover letter and resume to Drew Laurens, ROR Regional Director of Development– drew.laurens@reachoutandread.org

-----**EQUAL OPPORTUNITY EMPLOYER**-----

Reach Out and Read is an equal opportunity employer and does not discriminate on the basis of sex, race, color, religion, sexual orientation, national origin, cultural heritage, ancestry, political belief, age, marital status, pregnancy, physical or mental disability or veteran status. Reach Out and Read is compliant with the American with Disabilities Act and we are committed to making special accommodations for your interview or work as a member of our team. If specific accommodations are needed, please notify jsmerkers@positivelypartners.org and we will work to accommodate your needs.