



BOYS & GIRLS CLUB
OF COLLIER COUNTY

Title:	Director of Donor Engagement
Reports To:	Chief Development Officer
Salary Range:	\$65,000 - \$80,000 based on experience

Job Summary

The Director of Donor Engagement is a dynamic and multi-tasking fundraising professional who is responsible for securing significant revenue for the Boys & Girls Club of Collier County. Director of Donor Engagement will be expected to develop dynamic fundraising strategies focused on engaging, cultivating, soliciting, and stewarding an assigned portfolio of donors as well as developing new prospects. The Director of Donor Engagement will work independently and collaboratively as part of the Development Team.

Key Responsibilities

- Establish major donor giving strategies that focus on engaging existing donors and identifying, qualifying, and engaging new prospects.
- Establish personal relationships with major donors, identifying their interests and articulating programmatic aspects of the Boys & Girls Club work that would appeal to them.
- Leverage individual donor relationships to expand and deepen giving from connected individuals.
- Personally solicit a specific portfolio of prospects, with an emphasis on leadership level annual gifts as well as multi-year pledges.
- Work with portfolio to deepen relationships and encourage Planned Giving opportunities.
- Work with and support the Board of Directors with cultivation and stewardship of particular donors.
- Plan and execute introductory or cultivation events for donors and prospects.
- Develop strong funding proposals with Chief Executive Officer, Chief Development Officer, and program staff.
- Attend local fundraising events, business meetings, and networking opportunities to establish and develop contacts in specified communities.
- Track and manage the prospective donor pool to develop weekly update reports and monitor and evaluate program results.
- Maintain strong records in the Boys & Girls Club database, DonorPerfect.
- Work with team on any other duties/activities as assigned.

Experience & Qualifications

The successful candidate will bring 5+ years of fundraising experience. They will have a demonstrated track record in individual gift fundraising, including experience closing gifts of \$25,000+.

Candidate will also have strong attention to detail, excellent organizational skills, demonstrated ability to manage multiple priorities with competing deadlines, and the ability to work independently.



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Additional Qualifications

As a person you are:

- A passionate and high-energy fundraiser— you love building connections through donor cultivation and bring versatile development knowledge and skillsets.
- A highly organized and self-motivated leader — you have a track record of measurable successes and have built effective systems that advance individual and collective goals.
- A collaborative team player — you are eager to support your colleagues across all levels of the organization and offer your expertise and insights to achieve shared goals.

A mission and values driven individual— you believe in the power of community to transform the lives of children and are committed to creating inclusive and empowering spaces for all.

Education

Bachelor's degree required. Master's degree or CFRE designation preferred.

To Apply

Qualified interested candidates will send cover letter and resume to the Human Resources Dept. at hr@bgccc.com.

Disclaimer

The information presented indicates the general nature and level of work expected of employees in this classification. It is not designed to contain, nor is it to be interpreted as, a comprehensive inventory of all duties, responsibilities, qualifications and objectives required of employees assigned to this job.

EOE/DFWP/SFWP