

**Director of
Development**

Category Administration

Description Work for one of the premier and most well-established non-profit organizations in the Piedmont Triad! ABC of NC is a leading non-profit organization dedicated to helping autistic children and young adults reach their full potential through education, clinical services, and advocacy.

This leadership role will oversee donor engagement, philanthropic strategy, and community partnerships that support the organization's long-term sustainability. Key opportunities include helping deliver fund-raising events that bring together over 400 community members annually and coordinating efforts to raise over \$300,000 each year. Utilize your creativity to motivate donors and potential donors to give and support our mission! Build relationships with local leaders and families we serve to contribute to the overall sustainability of the organization – both for now and in the future!

This position reports to:

Executive Director

The following positions report to this position:

Marketing and Communications Manager

Development Database and Administrative Manager

Job Summary:

Oversees all activities of the development department, including fundraising, marketing/communications, grants and reporting, and the volunteer program; develops and implements ABC of NC's comprehensive fundraising plan with the Board of Directors, staff, and key community partners; raises money through individual, corporate, and foundation giving; researches and develops funder prospects; coordinates, writes, and procures programmatic, capital, operations, capacity, and research grants; visits, cultivates, and solicits individual donors; reviews and contributes to supporting materials to secure long-term community and organizational support to meet ABC of NC's development goals.

In all assignments, this position will follow the practices and spirit of ethical donor-centered fundraising to advance the mission of ABC of NC.

This is a **hybrid position**, with 2 - 3 days in office each week, and remote working capabilities. Salary range is \$80,000 - \$95,000 annually.

Key Responsibilities:

1. Creates multi-year and annual comprehensive development plan and development budget.
2. Leads and manages the organization's overall development efforts to raise funds, particularly in the areas of individual, corporate, and foundation donor development.
3. Coordinate production of large-scale mailings, communications, and solicitations (e.g., annual appeals and campaigns).

4. Plans, leads, and executes (with the support of the development team) events that raise funds and increase mission awareness including, but not limited to, the Gourmet Lunchbox Luncheon (Fall) and the Modern Toyota Golf Classic (Spring).
5. Solicits appropriate grant/funding opportunities from corporate and private foundations for organization needs such as, but not limited to: programs, services, financial aid funding, and general operating expenses.
6. Identifies and develops donor relationships; solicits and secures funding from government, community, and/or advocacy organizations that allow payment for autism treatment and/or research.
7. Engages appropriate board, staff, and/or community relationships critical to successful solicitation; closes gifts in a timely manner.
8. Creates strategies and cultivates relationships to drive annual, planned, and major giving.
9. Grows the organization's donor base by identifying, cultivating, and stewarding relationships with current and potential individual, corporate, and foundation donors.
10. Collaboratively develops best practices for donor stewardship and management of the donor database, including data entry, gifts acknowledgement, and summary reports for the Executive Director and Board of Directors.

11. Reviews and contributes to key partner stewardship plans, marketing, and public relations strategy.
12. Develops and implements training to lead other staff and Directors of the Board in support of fundraising efforts.
13. Engages in continuous improvement efforts by participating in the Quality Assurance/Quality Improvement/School Improvement plan and implementation.
14. Directs Development team, working collaboratively to delegate and oversee tasks related to donor engagement, appeals, campaigns, marketing/communications, and social media management.

**Position
Requirements**

Essential Functions:

1. Must be able to type on a computer keyboard, write, and communicate through ABC of NC's various platforms
2. Must be able to transport materials to and from a vehicle for events, up to 25 pounds, with or without a reasonable accommodation.
3. Must be able to travel by automobile for local/regional events
4. Pass a criminal background and drug check.

**Qualifications (Education, Experience,
Knowledge, Skills):**

1. Bachelor's degree, ideally in nonprofit administration, business administration, communications or a similar field
2. At least three years of experience in development/fundraising, volunteer coordination, grant writing, event planning, marketing/public relations and/or related industries, preferably as a Department Director
3. Previous fundraising and management experience is required
4. Exceptional communication skills, including writing/oral presentation and listening skills
5. Excellent attention to detail, including ability to review content for errors and create communication strategies aligned with our key audiences.
6. Excellent leadership and management skills
7. Strong budgeting and planning skills
8. Exceptional time management and organizational skills
9. Computer literacy with proficiency in e-mail, MS Word, Excel, PowerPoint, and Publisher; Canva or other design programs; and donor management software (e.g., Raiser's Edge, Blackbaud)
10. Present a professional demeanor and dress
11. Must be positive, upbeat, energetic and creative
12. Knowledge of autism and related disorders is an asset

13. Ability to work occasional evenings and weekends and travel as required for the position

Full-

Time/Part-Time

Full-Time

Salary range

\$80-95K annual salary, commensurate with education, experience, and credentials

Benefits

Health, dental, short-term disability, life, supplemental, retirement, FSA, paid time off, vacation.

Position

Director of Development

Req Number

ADM-26-00004

Open Date

6/1/2026

About the Organization

ABC of NC is a not-for-profit private center and research-based provider of diagnostic, therapeutic and educational services for children with autism spectrum disorder (ASD) and their families. The vision of ABC of NC is that all people living with autism spectrum disorder reach their full potential in a world where they are valued, accepted, and included. ABC of NC is committed to providing high-quality, evidence-based diagnostic, therapeutic, and educational services to people with autism spectrum disorder; to ensure service accessibility to individuals from any economic background; to offer

support and hope to families; and to advocate for inclusion and acceptance.

Our cutting-edge autism specialty campus features a therapeutic clinic and non-public school, serving preschool through high school; a 26,000 square foot clinic building with additional therapy space, vocational training spaces, community skills labs (mock doctor, dentist, barber, shopping), and a mini-apartment for independent living skills practice.

EOE

Statement

We are an equal employment opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status or any other characteristic protected by law.

Job posting link:

https://www.appone.com/MainInfoReq.asp?R_ID=7162595