



National Managing Director of Development

Momentum Advisory Collective seeks an experienced National Managing Director of Development to support the long-term financial sustainability of our young, fast-growing organization and drive ongoing fundraising initiatives.

The National Managing Director of Development develops and implements comprehensive strategies to secure funding from institutional and individual donors. supports the organization's national and local market growth, by creating sustainable and diverse funding opportunities and support. As a leader on the development team, the Director of Development will collaborate closely with members of the senior leadership team, other members of the national development team, national program staff, and operations team members. This person brings a successful record of delivering significant income growth. The Director of Development will be able to engage new prospects and select donors, clearly communicate the organization's mission, build strong relationships, make strategic asks, and effortlessly embrace high-level strategic thinking, operational planning, and frontline solicitation and stewardship with select institutional and individual funders.

This position serves as a fundraiser, strategist and leader. This position reports to the National Vice President of Development. The position is remote but the ideal candidate lives in a major metropolitan market. They are responsible for the identification, cultivation, solicitation, and stewardship of major gift prospects and existing donors. The MD will be a self-starting, entrepreneurial, goal-driven, adept at change, energetic, collaborative leader and fundraiser who embraces a challenge pursuing the professional development of the Development Directors and the growth of organizational revenue.

You will also be tasked to collaborate with marketing to develop national fundraising campaigns, appeals, and solicitation materials. These development initiatives will be implemented at the market level and support the national development activities of Cafe Momentum.

The National Managing Director of Development reports to the National Vice President of Development

Responsibilities include //

- **Fundraising //**

- Define annual fundraising goals, workplan, and clear deadlines with the Development and M.A.C. team.
- Guide and advise organizational and program staff to identify, research, cultivate, and steward relationships with both current and prospective foundation funders.
- Support the annual giving cycle, with targeted and creating year-round solicitations.
- Work with the Chief Financial Officer to manage the department budget and communicate progress on revenue goals.
- Oversee building up of systems and ongoing management of clear and complete Salesforce records. This includes analyzing donor data and preparing comprehensive reports to measure and enhance fundraising effectiveness.
- Drive innovation by introducing creative fundraising ideas, ensuring consistent brand messaging, and optimizing donor engagement strategies.

- **Strategy //**

- Develop and implement a training program for national and regional teams, fostering a culture of performance excellence and accountability.
- Oversee national expansion efforts, coordinating development activities across markets and sharing best practices to enhance overall fundraising success.
- Support the launch of Momentum Society to recognize and steward top philanthropic supporters nationally.

Qualifications and Experience //

- At least ten years of experience in fundraising with a proven track record of securing major gifts, individual gifting and advancing gift cultivation with stewardship strategies.

- Knowledge of individual and institutional fundraising principles and best practices, and a successful track record of personally identifying, cultivating, soliciting, and stewarding high-net-worth individuals.
- Excellent communication, written and interpersonal skills, with demonstrated ability to create clear and persuasive communications in both traditional and digital formats and a sophisticated ability to effectively and compellingly communicate Cafe Momentum's mission and model.
- Collaborative leader with a goal-driven approach, skilled in strategic planning and implementation to inspire and mobilize others.
- Goal and results-driven with the ability to meet deadlines .
- Experience demonstrating discretion and holding sensitive and personal information about donors in confidence.
- Experience with Salesforce database
- Skilled in cultivating and managing within-sector and cross-sector partnerships, with a commitment to diversity, equity, and inclusion.

Working Environment //

This is a full-time position on a nationally distributed team with flexibility in location. As this role works across time zones, working hours may be outside of normal office hours. Employees may be required to work nights or weekends, and will be required to travel up to 45% of the time. On-site work may be conducted in detention facilities, restaurant environments, outdoor environments, in the community (homes, businesses, etc.), in street environments and with system-involved individuals. This role routinely uses standard office equipment such as computers, phones, photocopiers, printers, scanners, document projectors, filing cabinets and fax machines. The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Momentum Advisory Collective provides a workplace free from recognized hazards and complies with standards, rules and regulations issued under the OSH Act.

Salary & Benefits //

Salary is commensurate with experience. Benefits include:

- Employer-paid healthcare plan
- Option to enroll in vision and dental insurance
- Employer-paid short-term disability and life insurance policy
- Paid holidays

- 18 days of PTO per year
- Discounted meals at Cafe Momentum when on-site
- 403(b) retirement account
- Employer-paid computer for the duration of employment and \$50/mo stipend towards internet bill

Equal Employment Opportunity //

Momentum Advisory Collective. is an equal-opportunity employer. We strongly encourage and seek applications from women, people of color, and bilingual and bicultural individuals, as well as members of the lesbian, gay, bisexual, and transgender communities. Applicants shall not be discriminated against because of race, religion, sex, national origin, ethnicity, age, disability, political affiliation, sexual orientation, gender identity, color, marital status, or medical condition including acquired immune deficiency syndrome (AIDS) and AIDS-related conditions.

To Apply //

Send your cover letter, resume, references, and any supporting information to hello@momentumadvisory.co with the subject "Managing Director of Development." Applications are accepted on a rolling basis until the position is filled. Phone inquiries are not accepted.

Qualified candidates will be invited for assessments and interviews. Employment offers may be contingent on successful reference and background checks. A criminal record does not preclude employment.

Momentum Advisory Collective complies with the ADA and provides reasonable accommodations for qualified individuals with disabilities. Duties listed describe general work and are not exhaustive.