



Fund Development Director

FoodLink for Tulare County has been the local, independent food bank for over 40 years. Every year, FoodLink distributes millions of meals to dozens of food pantries throughout Tulare County, providing food to seniors, children, individuals and families in need. In addition, FoodLink's diverse programs in nutrition education, food waste recovery, community empowerment, advocacy, and food systems change all work together towards a healthy and hunger-free Tulare County.

MISSION: FoodLink is committed to promoting equitable and dignified access to nutritious, healthy food while also addressing the root causes of hunger through education, advocacy, and food systems change.

GUIDING VALUES: Respect, Compassion, Collaboration, Food with Dignity, Trust

FoodLink and its staff are committed to these values, which drive our organization and guide the decision-making process in every aspect of our work, both internal and external. All community partners and volunteers are expected to model these values when working with FoodLink and its programs.

POSITION DESCRIPTION

The Fund Development Director is responsible for leading and overseeing all organizational fundraising efforts. Working closely with the Executive Director and Community Engagement Coordinator, the Fund Development Director will create and develop strategic plans for reaching the organization's fundraising goals including but not limited to giving programs, events, donor relations & cultivation, marketing, campaigns, and media communications.

DUTIES AND RESPONSIBILITIES

- Develop, oversee, and implement annual fundraising strategy directed toward individual donors, corporate giving, sponsorships, events, and marketing
- Collaborate with Executive Director on identifying and writing grants; assist with grant compliance and reporting
- Cultivate and grow donor relationships for sustained giving
- Create and implement a major gifts program
- Manage communication with Board of Directors finance committee
- Lead all written and digital marketing efforts
- Work with Community Engagement Coordinator to implement a communication strategy that supports fundraising goals
- Research and analyze community giving ability and willingness
- Develop metrics to assess the effectiveness of current fund raising strategies
- Identify and prioritize funding needs
- Manage donor database; track and acknowledge individual donations
- Other duties as assigned

QUALIFICATIONS & REQUIREMENTS

- Passion for and commitment to FoodLink's mission and guiding values
- Bachelor's degree in communications, marketing, business, or related field
- 5+ years of experience in fundraising, grant writing, and best practices
- Proficiency in Microsoft Office and web design
- Demonstrated record of success in generating significant contributions
- Familiarity with Tulare County, its culture, population, and needs
- Experience with donor database management
- Superior written and verbal communications skills
- Excellent attention to detail, project management, and organizational skills
- Ability to work independently and within a collaborative team environment
- Creativity and vision for growth
- Valid California Driver's License

POSITION DETAILS

- Full-time, Monday through Friday with some evenings and weekends
- Frequent travel to networking events and meetings
- Competitive salary, DOE
- Health, dental, vision benefits, retirement, life insurance, sick leave and vacation
- Located in Exeter, Ca
- To apply, please send cover letter, resume with references, and work sample to **employment@foodlinktc.org**.

FoodLink for Tulare County does not and shall not discriminate on the basis of race, color, religion, creed, gender, gender expression, age, housing status, national origin, disability, marital status, sexual orientation, or military status, in any of its activities or operations. These activities include, but are not limited to, hiring and firing of staff, selection of volunteers and vendors, and provision of services. Additionally, we will not discriminate against any employee, volunteer or client engaging in civil rights activities. We are committed to providing an inclusive and welcoming environment for all members of our staff, clients, volunteers, subcontractors, and vendors.