



/POSITION: Chief Development Officer

/CLASSIFICATION: Full-Time, Salaried, Exempt

/ACCOUNTABLE TO: CEO

/SALARY: \$XXX,XXX, annual merit bonus, plus benefits

/WHO IS LIFE REMODELED?

There's a lot of talk but not enough walk when it comes to revitalizing Detroit neighborhoods. Detroiters have all the talent they need, but many don't have access to all the opportunities they deserve. Therefore, Life Remodeled repurposes vacant school buildings into one-stop hubs of opportunity for entire families to thrive. We fill these iconic buildings with the best and brightest nonprofit organizations that are providing youth programs, workforce development, and human services to tens of thousands of students and community members. We help our nonprofit tenants collaborate and create far greater life transformation together than was previously possible alone. Together, we ensure:

1. Detroit students perform at/above grade level in math and reading
2. Families have access to essential health and wellness services
3. Community members obtain higher-paying jobs and achieve economic self-sufficiency

In addition, each year we also repair owner-occupied homes, mobilize thousands of volunteers over six days to beautify Detroit neighborhoods, and guide nonprofits to increase lasting impact and build dream teams.

/OUR CULTURE

Community First: We prioritize the expertise, desires, and needs of students and community residents in the neighborhoods where our projects are focused. Their ideas, hopes, and dreams matter most. Bottom line, no matter how awesome anyone thinks Life Remodeled's projects are, they mean absolutely nothing if they don't align with the values and ambitions of children, youth, and adults who make up the local community.

Always Find a Way: Our annual goals are always nearly out of reach. Unforeseen circumstances happen. Things change, and we are not only flexible, but we find better solutions than ever before. Every day we are innovating and creating a future that doesn't yet exist. There is always a way, and our team is composed of those who not only believe this but also make it happen.

Bold Humility: Wielding the powerful balance of boldness and humility is what drives Team Life Remodeled to take the form of servant leaders, who value the needs of others over our own, with confidence and determination. We embrace our weaknesses and limitations, and we know we all have blind spots. Therefore, we are lifelong learners who see every encounter and every challenge as opportunities to learn and grow as human beings.

/THE OPPORTUNITY

At a time of exciting growth and sustainability efforts at Life Remodeled, we are seeking an experienced, talented Chief Development Officer to build upon our fundraising success. You will determine and lead the strategic direction of Life Remodeled's fundraising endeavors, focusing on a strong vision for donor relationships. You will lead and manage a talented and growing team focused on fundraising, marketing, communications, public relations, and volunteer relations, and you will join a high-performing Executive Leadership Team that is deeply committed to our core values.

/SKILLS REQUIRED

You are an experienced and well-rounded development professional with the ability to interact with ease in a variety of environments and with a variety of people. You bring 8+ years of work experience in fundraising, with a track record of cultivating, inviting, and stewarding major donors. You are knowledgeable about fundraising systems, processes, and best practices. In addition, you understand the interconnectivity of fundraising with branding, marketing, communications, and public relations.

You're a "big picture" strategic thinker with the ability to implement tactically. You have the vision to create a successful team, with the people and systems in place to meet aggressive growth goals. You are willing and able to roll up your sleeves to make things happen. You see the ideal, and you take planful action steps to make it a reality.

You have exceptional leadership and management skills. Those you lead are consistently filled with passion, joy, and ambition, largely because of your leadership and management.

You are an authentic relationship builder and engaging communicator. You have a warm, energetic personality that translates into building lasting relationships both internally and externally. You clearly communicate ideas both verbally and in writing, and you inspire others to action.

You can connect people's passions with their philanthropic priorities and the work of Life Remodeled, confidently and sincerely. You're comfortable but respectful asking for gifts or commitments and are not afraid to hear "no." You possess a keen ability to listen, convey ideas, and connect the dots, which leads to a philanthropic investment. You operate with poise, integrity, and reliability.

/ACTIVITIES + RESPONSIBILITIES

- Develop and lead forward-thinking strategies to 1) raise approximately \$X million for operational funding annually, 2) identify and acquire new supporters, and 3) diversify revenue sources across individual, foundation, and corporate sectors
- Manage upcoming \$XX million capital campaign and future campaigns
- Implement a "moves management" program geared toward the retention, renewal, and increase of contributions from historic donors
- Maintain and manage a personal portfolio of donors
- Set and meet annual and quarterly fundraising goals
- Lead and manage a comprehensive fundraising, marketing, communications, PR, and volunteer relations department for Life Remodeled, providing individualized support to those you lead and fostering a collaborative team culture
- Work closely with the CEO and select board members related to donors and prospects

/KEY ATTRIBUTES + EXPERIENCES

- Commitment to the core values of Life Remodeled
- 8+ years' experience in fundraising
- Experience managing a team to achieve ambitious goals
- Strong leadership skills
- Natural ability to connect with people of all walks of life

- Direct experience partnering, supporting, and working with high-net-worth individuals across a broad spectrum of backgrounds and experiences
- Exceptional written and oral communication skills
- High degree of integrity
- Creative thinker with ability to move quickly when required
- Strategic thinker
- Demonstrated ability to meet deadlines and exceed goals