



## **Director of Individual and Corporate Giving** (Full-Time)

**About Detroit PAL:** Detroit PAL is a non-profit that believes Detroit's Future is Kids First! We are passionate and purpose driven, with a mission of Helping Youth Find their Greatness. Detroit PAL is doing great things in the City of Detroit and the region through athletics, enrichment programs, and community initiatives that positively impacts 10,000+ youth annually. We teach our G.R.E.A.T. Model of Goal-setting, Resilience, Embracing a healthy lifestyle, Accountability, and Teamwork. PAL empowers the community by training and partnering with 1,000 coaches and volunteers, by running quality youth development programs, and by creating safe places for kids to play. Detroit PAL's headquarters are at The Corner Ballpark presented by Adient, the site of the Old Tiger Stadium on Michigan Avenue near Trumbull. We facilitate programming at 75+ locations and facilities.

**About the Role:** The Director of Individual and Corporate Giving reports to the Chief Development Officer and will be responsible for designing and implementing a comprehensive development strategy for both individual and corporate donors. This position will work closely with the Chief Development Officer and CEO to achieve annual revenue goals and to find the best ways to engage current and prospective donors as well as create strategies for individual and corporate donor engagement. This position will be a key team member of the PAL Development Department working to establish a series of opportunities to engage donors in the mission of Detroit PAL.

### **Build and Grow Detroit PAL Funding and Relationships:**

- Deepen individual and corporate giving relationships by managing a strategic portfolio of donors and prospects and engaging in regular outreach through personal visits in-person and virtually, appeal letters, emails, written proposals and reports, telephone outreach, and other strategic activities to strengthen relationships and increase giving
- Work closely with PAL Executive team and Board of Directors to appropriately leverage their contacts and involvement to engage individual and corporate donors and prospects
- Create opportunities for engaging philanthropic conversations and experiences; (PAL special events, PAL sports and youth enrichment programs, donor cultivation meetings in-person and virtually)
- Leverage Moves Management process to deploy appropriate cultivation and stewardship tools to increase donor engagement and giving
- Assist with cultivation and stewardship events and coordinate details to ensure these events run smoothly along with the rest of the Development team
- In partnership with CDO, identify best practices, opportunity for capacity building and growth, solicitation strategies and stewardship opportunities for the Annual Giving program
- Ensure all donor cultivation, solicitation, stewardship and giving activities and information are captured accurately and in the CRM system
- Partner with CDO in creating and implementing a robust and comprehensive cultivation and stewardship activities toolbox
- Coordinate with grant writing team on the development and writing of corporate/foundation proposals and solicitation materials
- Coordinate efforts with other PAL Departments to inform and engage donors through events, communication pieces and donor networking opportunities
- Participate in budget planning, goal setting, and strategic planning to assist with the creation of the development team's annual fund development plan
- Perform other duties as assigned

We are looking for candidates committed to achieving the best outcomes for Detroit youth. Passion for the mission is key. The successful candidate will be creative, persuasive, tactful and capable of managing multiple tasks under deadlines and have the ability to lead and work in a fast-paced youth focused environment.

**Skills and Abilities:**

This candidate should possess the following skills and abilities

- Strong networking, presentation, and relationship-building expertise
- Excellent written and oral communication skills including comfort with public speaking
- The ability to thrive in a collaboration, team environment and also work independently
- Good listener
- Proficiency with Google Suite and Microsoft Office Products (Word, Excel, etc.). Experience with a fundraising database required. Bloomerang a plus

**Additional Qualifications include:**

- 5+ years of progressive experience in nonprofit fundraising from individuals and corporations
- Proven track record of prospecting, cultivating and closing significant gifts
- Proven ability to develop highly effective individual and corporate giving strategies
- Creative and strategic thinker with the ability to prioritize and manage multiple priorities and meet deadlines
- Education: Bachelor's degree or equivalent experience required
- Awareness of incorporating racial/cultural/socioeconomic equity and justice
- Ability to connect with people from a variety of backgrounds
- Self-motivated and self-starting

**“Be a Game Changer for Detroit Youth”:** The Detroit Police Athletic League, known by the community as Detroit PAL, finds GREATness (Goal-setting, Resiliency, Embrace Healthy Living, Accountability, and Teamwork) in local youth. You, too will find your GREATness with PAL. Spend your on-site days at The Corner Ballpark presented by Adient (old historic site of Tiger Stadium), surrounded by stories of Detroit sports legends. Enjoy the buzz of Corktown and southwest Detroit. Be part of a purpose-driven team, interacting with youth, their parents, community leaders, and partner organizations. Your role will be engaging, sports-oriented, and essential to local youth and families. Join our team and become a Game Changer!

Please email your cover letter and resume to [hr@detroitpal.org](mailto:hr@detroitpal.org). Applications will be accepted on a rolling basis until the position is filled. No telephone calls please.

[www.detroitpal.org](http://www.detroitpal.org)