



Position Title: Chief Development Officer

Reports To: Chief Executive Officer

Status: Exempt, Full Time

Director of Programs - Position Summary

ABOUT FRESH LIFELINES FOR YOUTH:

Fresh Lifelines for Youth (FLY) is currently operating in Santa Clara, San Mateo and Alameda counties. Working with juvenile justice youth and those at-risk of entering the system, FLY's mission is to prevent juvenile crime and incarceration through legal education, leadership training and one-on-one mentoring.

At FLY, we believe that all our children deserve a chance to become more than their past mistakes. However, many children who end up in the juvenile justice system often do not get that chance and they do not have the knowledge, skills or support they need to lead productive lives. They often believe that by the time they are 18, they will be in prison or dead. But, it doesn't have to be this way. FLY provides legal education, leadership development and mentoring to youth, builds a community who will support their healthy development and helps our juvenile justice systems be more effective and humane. As a result, FLY works collaboratively with all our system partners to actively engage in system reform efforts, and FLY is often asked to take a leadership role in local detention reform work. Together we inspire our at-risk youth and give them a chance to transform from juvenile delinquents into positive community leaders, creating a safer, healthier and happier community for us all. For more information about Fresh Lifelines for Youth please go to: www.flyprogram.org.

THE CDO POSITION:

Reporting to the Founder and CEO, and working in close collaboration with the COO, the Board of Directors and program and development staff, the new CDO will build upon FLY's financial health and stability, seeking to increase FLY's funding capacity across foundation, corporate and individual giving with an emphasis on strategic development of the individual donor base. Additionally, s/he will help to elevate the visibility of FLY's programs and outcomes among public and private supporters. The CDO will execute fundraising and outreach plans that maximize local funding landscapes, while simultaneously building strategies for attracting funds from local, regional, and national public and private funders.

In addition to providing inspiring leadership and mentorship for the development and marketing team and personally carrying a prospect portfolio of high capacity donors, the CDO will guide and support the CEO in her role as chief spokesperson and fundraiser, as well as provide professional leadership to the development efforts of FLY staff, the Board of Directors and FLY's external champions – tapping into new networks of support and ensuring that marketing efforts are well coordinated, support institutional priorities, and authentically project FLY's mission, values, achievements, activities, and potential.

KEY QUALIFICATIONS:

- At least six or more years of leadership experience and in-depth knowledge of, all development areas with an emphasis on major donor relationship building and fundraising.
- Must be willing, eager, interested in working side by side with an energetic, enthusiastic fundraising and relationship building Founder and CEO and support and enhance the Board of Directors fund development efforts.
- Experience assessing the structure and composition of a development operation (ideally from an organization that has expanded in reach and scale), efficiently allocating resources, developing staff, and strengthening and professionalizing back-end systems with the strategic aim of supporting a comprehensive fundraising effort.
- An adaptive, curious and facile leader, demonstrating the capacity to partner with youth, public leaders and board members with equal excitement and respect, the ideal candidate will engender confidence, and through a dynamic and engaging style will inspire others to philanthropic leadership.
- Will welcome the opportunity to become an integral part of the FLY community and its ecosystem of youth, public system partners, volunteers and supporters, taking an active role in FLY activities and events.

HOW TO APPLY:

Talent Citizen is pleased to be partnering with Fresh Lifelines for Youth on this recruitment. President Tracy Welsh and Managing Associate Eileen Egan are leading this search.

Please submit your resume and a cover letter outlining your interest and the reasons why you are best suited for the position and would be a great addition to the FLY team.

Applications along with where you learned of the position should be sent to:
info@talentcitizen.com.