

Position: Senior Development Director – Special Events and Annual Giving

Organization: Scouting Colorado

Location: 10455 W 6th Ave. Denver, Colorado 80215

Job Type: Full-Time

About Scouting Colorado

Scouting Colorado is dedicated to providing high-quality scouting programs that empower young people with leadership skills, outdoor experiences, and a strong sense of community. Our mission is to equip and empower youth to develop into leaders through life experiences, service and adventure. Scouting serves all youth and all families across Colorado.

Position Summary:

Scouting Colorado seeks a dynamic and experienced Senior Development Director to lead and manage our Special Events and Annual Giving programs. Reporting to the Chief Development and Marketing Officer (CDMO), this role is responsible for the strategic planning, execution, and growth of key fundraising events and the annual giving program. The Senior Development Director will oversee the events team and work collaboratively with volunteers, board members, and other stakeholders to achieve revenue goals and enhance donor engagement.

Key Responsibilities:

Leadership and Management:

- Supervise and lead the events team, including planning, goal-setting, and professional development. This team is currently made up of a Development Director and an Associate Development Director.
- Collaborate with the Chief Development and Marketing Officer to develop and execute comprehensive fundraising strategies.
- Manage budgets, track event performance, and provide regular reports to leadership.

Special Events Management:

- Oversee the planning and execution of major fundraising events, including the Sports Breakfast, Golf Classic, Corporate Sporting Clays, Annual Volunteer Recognition Banquet, and Vale La Pena.

- Set revenue goals, develop sponsorship packages, and cultivate corporate and individual sponsors.
- Ensure successful event logistics, including venue selection, program development, marketing, and volunteer coordination.
- Evaluate event performance, track metrics, and identify opportunities for improvement.

Annual Giving Program:

- Design and implement a comprehensive annual giving strategy to increase donor retention and acquisition.
- Develop and execute multi-channel fundraising campaigns (e.g., direct mail, digital giving, donor stewardship).
- Identify and cultivate relationships with individual donors and prospects.
- Work with the Database Manager to ensure accurate donor records and reporting as well as distribution of year-end tax receipts.

Donor Stewardship and Engagement:

- Build and maintain relationships with donors, corporate partners, and community stakeholders.
- Implement donor recognition programs and stewardship activities to enhance donor satisfaction and retention.
- Partner with the Marketing and Communications Coordinator to develop compelling donor communication materials.

Qualifications:

- Bachelor's degree in a related field (e.g., nonprofit management, business, communications) required.
- Minimum of 5 years of experience in nonprofit development with a focus on special events and annual giving.
- Proven track record of successfully managing large-scale fundraising events and meeting revenue goals.
- Strong leadership and team management skills.
- Excellent written and verbal communication abilities.

- Proficiency with donor databases (e.g., Blackbaud, Salesforce) and Microsoft Office Suite.
- Ability to work flexible hours, including evenings and weekends, as required for events.
- Commitment to the mission and values of Scouting Colorado.

Preferred Qualifications:

- Certified Fund Raising Executive (CFRE) credential.
- Experience working with volunteer committees and boards.
- Knowledge of the philanthropic landscape in Colorado.

Compensation and Benefits:

- Salary range: \$75,000-\$95,000
- Benefits package including health insurance, retirement plan, and paid time off
- Opportunities for professional development and career growth
- Flexible work environment with occasional remote work options

To Apply:

Interested candidates should submit a resume*, cover letter, and portfolio (if applicable) to dave.dececco@scouting.org. Please include “Senior Development Director Application – [Your Name]” in the subject line. For more information on Scouting Colorado, please visit www.ScoutingColorado.org.

Scouting Colorado is an equal opportunity employer and encourages applications from individuals of all backgrounds. We celebrate diversity and are committed to creating an inclusive environment for all employees.

*Applicants may redact age-identifying information from all material submitted.