The Bowery Mission is seeking a **Chief Development Officer (CDO)** to support its 150-year legacy of serving New Yorkers in need. Since 1879, The Bowery Mission has been meeting immediate needs (meals, shelter, and other care) and transforming lives from poverty and hopelessness to hope. The CDO is a vital right hand to the President & CEO, providing leadership, management, and vision to ensure that The Bowery Mission continuously leads, builds, equips, motivates, and empowers the team responsible for raising critical funds necessary to transform lives.

The Bowery Mission is privately funded, raising annual general operating revenue of around $18.5 million, in addition to approximately $6.5 million in gift-in-kind donations. The CDO serves as a member of the **Executive Leadership Team**, responsible for the overall strategy and direction, financial viability, operational structure, and execution of the board-approved plans of The Bowery Mission. This position will be responsible for long-term revenue growth through proven fundraising strategies and implementing new revenue-generating initiatives to sustain our program operations.

The Chief Development Officer (CDO) takes a lead role in fundraising, stewarding a donor caseload, building new strategic relationships, and representing The Bowery Mission externally and internally, which may sometimes include public relations opportunities. The CDO works with the team to develop an annual strategic fundraising plan and tracks performance to maximize net funds raised. The CDO collaborates with other Executive Team members to define the organization's objectives and goals while providing effective oversight for all aspects of fundraising and partnerships. This includes individual giving, major gifts, mid-level giving, legacy giving, capital campaigns, corporate, foundation, community, and church partnerships, volunteer engagement, fundraising events, database management, direct mail and digital marketing, development operations, and donor stewardship.

**Reports to:** President & Chief Executive Officer (CEO)

**Responsibilities:**

- **Leadership & Strategic Planning:** Participate with the CEO and other officers to define the organization’s strategic objectives and goals so that The Bowery Mission consistently delivers on its brand promise to “love well” with both compassion and competence. Foster a collaborative, trust-based, and mutually supportive environment among Executive Team members to achieve objectives together.

- **Fundraising Strategy & Execution:** As one of The Bowery Mission's chief fundraisers, dedicate significant time and attention to fostering a focused caseload of key relationships with partners, donors, and volunteers. Plan and execute strategies to develop donors at all levels through delegation and empowerment of relationships to other Development Officers.

- **Fund Development:** As the strategic leader of fundraising strategy, oversee continuous improvement in each aspect of fundraising by developing new sources of gift revenue and volunteer support and by growing existing sources.
• **Building an Effective Team:** As the servant leader of The Bowery Mission’s Development Team, select, develop, motivate, and evaluate a team of fundraising leaders, fostering full engagement, professional growth, and mutual support.

• **Board of Directors Engagement:** As the primary liaison to the Board of Directors on matters of Development, regularly report progress to and gain wisdom from the Board’s Development Committee(s).

**Qualifications:**

• Embrace the organization’s [Statement of Faith](#)

• Increasing awareness and compassion for New Yorkers overcoming homelessness and marginalization, with a motivation to see lives transformed to hope, joy, lasting productivity, and eternal life through the power of Jesus Christ

• Bachelor’s Degree in Business Administration or a related field; MBA preferred

• 10+ years of senior fundraising experience and leading teams at an executive level

• Solid understanding of fundraising strategies and experience building relationships with major donors and/or corporate partners

• Proficiency with CRM software such as Salesforce, Raiser’s Edge, or equivalent

• Demonstrated experience in managing a comprehensive fundraising program and meeting targeted revenue goals

• Demonstrated ability to lead organizational change and effective teams with steadfast resolve and personal integrity

• Solid grasp of data analysis and performance metrics

*Salary commensurate with relevant education & experience:* $195,000 - $220,000 annually

*The Bowery Mission takes the health & safety of our staff, guests, clients, and volunteers very seriously, and especially as it relates to the current COVID-19 pandemic.*