



JOB DESCRIPTION – DEVELOPMENT DIRECTOR

EverThrive Illinois works to achieve reproductive justice in the health care ecosystem through community-driven partnership, policy action, and systems change. We envision a just and affirming health care ecosystem where individuals, families, and communities can thrive. Our work is rooted in our core values of reproductive justice, anti-racism, centering the most impacted, and bold and transformative action.

For the last 10 years, EverThrive Illinois has successfully secured \$1.5 to \$2 million annually in foundation, corporate, and government grants and contracts. In FY23, fundraising revenue accounted for about 6% of overall revenue. Our ambition is to reach 15% of revenue from fundraising within 5 years. The organization is seeking a fundraiser with an entrepreneurial spirit who is committed to the organization's mission to grow our fundraising program, as well as oversee grant development. Experience with the Chicago area philanthropic community is required.

The Development Director is responsible for advancing the organization's fundraising effort, with a particular emphasis on individual giving, special events, and corporate support. The Development Director will report directly to the Executive Director, with support from the Deputy Director of External Affairs. Currently, the Development Director will also oversee consultants for Annual Benefit planning and grant writing.

RESPONSIBILITIES

- Develop and execute an integrated multi-year fundraising plan that builds on work-to-date for individual and corporate giving
- Implement all aspects of individual giving: a plan for expanding the donor base, moves management and major gifts, event planning, and planned giving promotion
- Manage grant prospecting, submission, and administration with support from a contractor and relevant staff
- Work closely with senior leadership and the Board to grow relationships for major gifts, as well as research and develop new major gift prospects
- Develop donor solicitation strategies, stewardship programs, track fundraising metrics, create major gift/family foundation proposal documents, and manage regular donor communication
- Plan the solicitation and securing of corporate partnership support, create event sponsorship packages, and maximize donations for all fundraising events
- Partner with the program staff to ensure the work of EverThrive Illinois is promoted effectively
- Other duties as assigned

QUALIFICATIONS

- Bachelor's degree or equivalent experience
- Five years of experience in a Chicago area nonprofit fundraising setting with an emphasis on individual giving, special events, and corporate partnership or sponsorship
- Experience soliciting and applying for grants from foundations and/or corporations
- Excellent interpersonal and relationship building skills
- Effective verbal and written communications skills, including experience with board presentations and public speaking
- Previous senior level experience (Major Gifts Officer, Development Manager, etc.) preferred
- Evidence of generating revenue from various sources, ability to effectively interface with donors via phone, in-person, or virtually, and superior time management skills

TALENTS AND COMPETENCIES

- Displays insight, creativity, and resourcefulness
- Exhibits vision, passion, and confidence
- Reacts well under pressure; shows ownership and sound judgement in decision-making, including others in the process as appropriate
- Acts in accordance with organization mission, vision, and values
- Thinks both big picture and process
- Understands audience and power dynamics when communicating and tailors communication accordingly
- Not discouraged by ambiguity and able to provide direction

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- Gives and welcomes constructive feedback and is open to differing views
- Contributes to building trust and positivity

EverThrive Illinois is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees. **The salary range for this position is \$80,000-\$90,000 based on experience and qualifications.**

Comprehensive health and disability insurance, a retirement plan, and paid time off are provided. EverThrive Illinois provides considerable flexibility in schedule and remote work for employees. [Learn more about our organizational culture and benefits here.](#)

Please send a resume and cover letter to resume@everthriveil.org. Subject Line: Application for Development Director. No phone calls please.

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