

Director of Advancement & Philanthropic Engagement

The Director of Advancement & Philanthropic Engagement is a member of the Resources for Resilience leadership team and leads the organization's efforts to deepen philanthropic engagement, expand donor and funder relationships, and increase charitable investment in support of the organization's mission and long-term sustainability.

The Director of Advancement & Philanthropic Engagement works closely with the Executive Director, Board of Directors, staff, and community partners to strengthen and expand support for the organization's mission. This individual is responsible for developing and implementing advancement strategies that increase philanthropic revenue, deepen donor engagement, expand relationships with foundations and funding partners, and cultivate a sustainable culture of philanthropy throughout the organization.

Building on Resources for Resilience's strong network of nonprofit, government, healthcare, educational, and community partnerships, the Director of Advancement & Philanthropic Engagement is charged with growing the organization's philanthropic footprint through the identification, cultivation, solicitation, and stewardship of individual donors, foundations, family philanthropies, corporate funders, and other strategic supporters. This individual serves as a primary ambassador for the organization within philanthropic communities and maintains direct responsibility for cultivating and managing donor relationships that advance the organization's strategic goals.

Success in this role will be measured both by philanthropic revenue growth and by the development of a strong donor pipeline that supports the organization's long-term sustainability.

Responsibilities

- Develop and implement a comprehensive advancement plan aligned with organizational priorities and strategic growth goals.
- Establish annual fundraising goals, metrics, and donor engagement strategies.
- Build and maintain a healthy donor pipeline through prospect identification, qualification, cultivation, solicitation, stewardship, and relationship management activities.
- Develop, manage, and grow a portfolio of individual donors, major gift prospects, foundations, family philanthropies, and corporate partners.
- Personally cultivate, solicit, and steward donor relationships that result in meaningful and sustained philanthropic support.
- Identify individuals, foundations, and organizations with both the capacity and inclination to invest in the mission of Resources for Resilience.
- Conduct donor visits, fundraising meetings, presentations, and other engagement activities.
- Develop and implement major gift strategies and individualized cultivation plans.
- Create opportunities for donors and prospective supporters to learn about and engage with Resources for Resilience programs and impact.
- Build philanthropic partnerships that support the long-term sustainability and growth of the organization.
- Monitor fundraising performance and prepare reports for leadership and the Board of Directors.
- Partner with the Executive Director and Board of Directors to identify and pursue philanthropic opportunities.
- Support and coach Board members in advancement and donor engagement activities.
- Lead foundation outreach efforts, including prospect research, proposal development, relationship management, and stewardship.
- Develop relationships with foundation representatives, corporate partners, community leaders, and other funding stakeholders.
- Collaborate with internal staff to gather stories, outcomes, and programmatic information for funder communications, donor reports, and fundraising materials.
- Maintain accurate donor, prospect, and fundraising records.

- Develop systems, procedures, and accountability measures that support successful donor engagement and fundraising efforts.
- Support annual giving campaigns, fundraising initiatives, donor stewardship activities, and special events.
- Serve as an ambassador for Resources for Resilience within philanthropic, civic, business, nonprofit, healthcare, educational, and community networks.
- Represent the organization at community meetings, conferences, events, and funding-related activities.
- Help foster a culture of philanthropy and relationship-centered engagement throughout the organization.
- Participate in leadership, planning, and organizational meetings as assigned.
- Other duties as assigned.

Required Skills and/or Experience

- Bachelor's degree or equivalent professional experience.
- Minimum of five years of successful experience in fundraising, advancement, philanthropy, business development, donor relations, or related work.
- Demonstrated success cultivating, soliciting, and stewarding donor relationships resulting in measurable revenue growth.
- Experience securing major gifts, philanthropic investments, foundation funding, corporate sponsorships, or related support.
- Strong relationship-building skills and the ability to engage donors, community leaders, and strategic partners.
- Excellent verbal, written, and interpersonal communication skills.
- Strong organizational, project management, and time management skills.
- Experience working with donor management systems and fundraising tracking tools.
- Ability to work independently while contributing effectively as part of a collaborative team.
- Commitment to equity, inclusion, and antiracist practices.
- Valid driver's license and reliable transportation.

Preferred Qualifications

- Demonstrated success building or significantly growing a fundraising or advancement program.
- Established relationships within philanthropic, foundation, business, civic, or community leadership circles.
- Familiarity with regional and national philanthropic landscapes.
- Experience working closely with nonprofit boards and volunteer leaders.
- Experience representing an organization externally and serving as a trusted ambassador.
- Familiarity with trauma-informed organizations, public health, education, healthcare, mental health, or community-based nonprofit organizations.

Position Details

- Reports directly to the Executive Director and works closely with the Board of Directors and organizational leadership team.
- Remote / home-based within the United States, with in-person meetings and events as assigned, including periodic travel to North Carolina.
- Full-time, salaried, exempt; approximately 40 per week, with occasional evenings, weekends, and travel.

About Resources for Resilience

Resources for Resilience is a nonprofit organization sharing practical tools and research-based resources that people of all ages can use to manage stress, prevent burnout, and build resilience in themselves and others. Our trainings and professional development workshops help participants better understand how our brains and bodies respond to stress and teach them strategies to keep themselves, their loved ones, and the people they serve healthy and resilient. Learn more about our work at ResourcesForResilience.org.

Applicants should email a resume, cover letter, and three letters of reference to info@resourcesforresilience.org.