



Rebuilding Together of Greater Charlotte
Director of Development
Position Description

Position: Director of Development

Location: Charlotte, NC (Hybrid – up to 2 remote days/week)

Status: Full-time, Exempt

Reports to: Executive Director

Salary Range: \$80,000 – \$95,000, commensurate with experience

About Rebuilding Together of Greater Charlotte

Rebuilding Together of Greater Charlotte (RTGC) is a 501(c)(3) nonprofit with a mission of repairing homes, revitalizing communities, and rebuilding lives. With a projected annual operating budget exceeding \$4 million, RTGC is entering an exciting phase of growth with plans to significantly expand home repair services, homeowner education, community partnerships, and funding diversification.

Position Summary

We are seeking a strategic, relationship-driven fundraising leader to help shape RTGC's next chapter. The Director of Development will lead efforts to diversify revenue, grow corporate and philanthropic partnerships, strengthen our brand, and expand community engagement. Working closely with the Executive Director, Board of Directors, and Senior Leadership Team, this role will help scale RTGC's impact across the Greater Charlotte region.

This position is ideal for someone who enjoys building systems, cultivating relationships, telling compelling stories, and helping a growing nonprofit reach the next level.

Primary Responsibilities

Corporate Partnerships & Sponsorships

- Build and grow a corporate partnership strategy that increases financial and in-kind support.
- Cultivate, solicit, steward, and retain corporate partners while ensuring sponsorship commitments are fulfilled.

Foundation & Individual Giving

- Lead foundation grant strategy, proposal development, reporting, and stewardship.
- Expand individual giving, major gifts, and other private fundraising opportunities in partnership with the Executive Director and Board.
- Executive Director leads government grants and contracts; this role focuses on private philanthropy.

Marketing & Communications

- Lead RTGC's storytelling, brand, website, social media, annual report, newsletters, and public relations.

- Represent RTGC through media opportunities, speaking engagements, donor meetings, and community events.
- Leverage AI and emerging technologies to strengthen fundraising and communications.

Leadership

- Supervise the Development & Communications Coordinator and serve on the Senior Leadership Team.
- Foster collaboration, innovation, accountability, and continuous improvement.

Events & Stewardship

- Lead sponsorship strategy for events and create meaningful donor cultivation experiences.

Qualifications

- Bachelor's degree or equivalent experience.
- 5+ years of nonprofit fundraising, philanthropy, or business development experience.
- Demonstrated success securing corporate sponsorships and foundation grants.
- Excellent relationship-building, storytelling, presentation, and leadership skills.
- Experience with CRM systems and data-informed fundraising.

Why Join RTGC?

- Projected annual budget exceeding \$4 million with ambitious growth plans.
- Opportunity to shape fundraising strategy and organizational growth.
- Hybrid schedule (up to two remote days/week).
- 100% employee medical premium (base plan), 4% retirement match, 8 weeks paid parental leave.
- 11+ paid holidays, Christmas/New Year's office closures, and 5% annual performance bonus opportunity.