

Career Opportunity

Development Director: PATH



PATH Partners is a family of agencies providing hope for people in need. Current agency membership includes Gramercy Housing Group, People Assisting The Homeless, PATH Achieve Glendale, and PATH Ventures.

Since 1984, PATH Partners and its family of agencies have been committed to breaking the cycle of homelessness by providing services and housing. Now a regional organization with national influence, PATH Partners also helps communities integrate support services with permanent housing through capacity building, creative partnerships and community mobilization.

Our vision is to empower and equip communities to redesign homeless service delivery systems so they are more effectively linked to permanent housing. We share this vision with our participants, our community, our political leaders, and our staff.

At PATH Partners, we value commitment to excellence in service, creative leadership, and teamwork. The result is an organization of innovative, progressive professionals driven by a passion for community development.

Position Overview

Agency: People Assisting The Homeless (PATH)
Title: Development Director
Location: Regional Homeless Center, Los Angeles
Supervision: Reports Directly to Chief Operating Officer, Member of Senior Management Team
Compensation: \$75,000 - \$80,000 based on experience and education. Benefits include medical, dental, vision, long-term disability insurance, life insurance, retirement plan, and paid sick, holiday, and vacation time.

Position Summary

The Development Director provides leadership for fund development and management to the PATH Partners member agencies - People Assisting The Homeless (PATH), Gramercy Housing Group, PATH Achieve Glendale and PATH Ventures. The Development Director is responsible for overseeing all development activities, supervising staff and ensuring the long-term sustainability, expansion and financial stability of PATH Partners and its member agencies. Additionally, the Development Director supports the Chief Executive Officer in the implementation of the mission and vision of the organization.

Qualifications

Bachelor's Degree in a related field required or comparable experience. A minimum of five years experience in nonprofit development is necessary, with demonstrated, measurable success in maintaining and expanding organization's funding base. Must have excellent written and oral communication skills, be detailed oriented and have ability to effectively manage multiple tasks. Able to manage staff, develop strategic plans, represent agency, develop community partnerships, work with government entities, and garner new relationships and resources. Computer proficiency a must. Must pass background screening. We are looking for a highly motivated, creative, passionate, skilled, and experienced professional.

Key Responsibilities

- Responsible for overall management of the PATH Partners Development Department and its member agencies, including developing and implementing strategic fundraising plans, tracking and evaluating activities and supervising staff.
- Work with Executive Directors of member agencies to develop and implement fund strategies and provide technical assistance.
- Create effective strategies and giving opportunities to increase individual donor base.
- Secure new partnerships and revenue from private national foundations and corporate sources.
- Provide leadership for the PATH Endowment Campaign and Corporate Outreach committees.
- Oversee coordination of special events, including direct mail campaigns, introductory parties, walkathons, movie premieres and other community events.
- Oversee the volunteer program and foster relationships to create new fundraising opportunities with faith groups, corporations and individuals.
- Ensure that PATH Partners and member agencies have a strong infrastructure for effectively receiving, processing and acknowledging donations, including maintenance of donor database, donor response system and letters of solicitation.
- Coordinate with communications department to ensure consistent and effective fundraising messaging, including print and web-based materials and correspondences between PATH and existing funders, prospective funders and the media.
- Evaluate the department's progress in funding objectives, measured by compiling and submitting monthly reports for review by the Board and senior management.
- Establish long-term relationships with private sector influencers in the community to build new funding partnerships and opportunities.
- In collaboration with CFO, assist in reviewing, coordinating, approving and implementing all proposals for funding by government agencies, private foundations, and private funding sources. Ensure contract compliance.

PATH Partners is an equal opportunity employer.

To apply or for further information:

Email: path@epath.org

Visit our website at www.pathpartners.org