



DIRECTOR OF DEVELOPMENT

ABOUT KENNETT AREA COMMUNITY SERVICE:

Kennett Area Community Service (KACS), founded in 1954, is a nonprofit organization in Kennett Square, Pennsylvania, dedicated to strengthening the community in Southern Chester County through food, social services, and education.

POSITION SUMMARY:

The Director of Development partners closely with the CEO to lead, plan, develop and implement the fundraising strategy for KACS to support the organization's mission to serve individuals and families facing food insecurity, housing instability, and financial hardship.

The ideal candidate will possess a passion for the mission, strong relationship-building skills, and a proven track record in securing support from individuals, businesses, foundations, and government partners. Just as importantly, they will thrive in a highly collaborative environment where people work across roles and share responsibility for organizational success. This is an opportunity to help shape the next phase of KACS's development program as the organization prepares to move into a new facility and expand its community impact.

RESPONSIBILITIES:

- Develop and execute fundraising plans including annual, major gifts, grants, special events, and planned giving.
- Build and manage a strong donor pipeline using moves management to identify, qualify, cultivate, solicit and steward individuals, businesses, and foundations.
- Organize and lead the systematic review, qualification, and evaluation of major gift prospects.
- Develop and oversee donor stewardship strategies, including donor communication and recognition to strengthen donor relationships, retention and long-term giving.
- Implement direct mail fundraising campaigns in partnership with the marketing department for print, email, and social media.
- Lead the development of systems and processes that support effective fundraising, with team members managing day-to-day gift entry, donor acknowledgments, database maintenance, and reporting.
- Lead, support and develop members of the development team.
- Collaborate on grant writing, proposal development and reporting in coordination with the staff team.
- Utilize data to evaluate fundraising initiatives to update strategies.

QUALIFICATIONS:

- Minimum of five (5) years of experience in nonprofit development with a results-proven track record of exceeding goals in annual giving and major gifts.
- Strong relationship-building and donor stewardship skills.

- Exceptional oral and written communication skills, with ability to communicate KACS's mission and impact in a compelling and authentic way.
- Demonstrated ability to work collaboratively across roles and functions, building partnerships in a small, mission-driven team.
- Strong organizational skills and the ability to use data, donor systems, and process to manage relationships, priorities, and results.
- *Preferred qualifications: Certified Fundraising Executive (CFRE), experience with grant writing and planned giving.*

Job Type: Full-time

Salary range: \$80,000 – 90,000, commensurate with experience and qualifications

Benefits:

- Dental insurance
- Employee assistance program
- Health insurance
- Paid time off
- Retirement plan
- Life insurance

Work location & Schedule: This is a primarily in-person role, with flexibility to work remotely based on responsibilities and schedule. Some evening and occasional weekend availability is required for donor and community events.