

Director of Development, Momentum Leaders
Birmingham, AL – Full-time, flexible work environment



ABOUT MOMENTUM

Momentum Leaders is a nonprofit leadership development organization dedicated to advancing leadership and strengthening the pipeline of talented professionals prepared to lead businesses, organizations, and communities.

For more than two decades, Momentum has delivered high-impact leadership development experiences that build confidence, skills, relationships, and access to opportunity. Our programs serve professionals at multiple stages of their leadership journeys, from emerging and mid-career leaders to senior executives.

In addition to our signature leadership programs, Momentum provides workshops and training, executive coaching, mentor matching, leadership events, virtual learning, and other resources designed to strengthen leaders and the organizations and communities they serve.

Momentum is entering an exciting period of growth and innovation. Building on a strong presence and reputation in Alabama, the organization is expanding its reach through new markets, partnerships, virtual and hybrid programming, and opportunities to extend Momentum's impact regionally and beyond.

We invite you to join us as we expand our efforts across generations, industries, and throughout the state of Alabama.

JOB OVERVIEW

Momentum is looking for a Director of Development to develop and execute the fundraising strategy to support the growth outlined in our three-year strategic plan. Building on Momentum's strong brand and reputation in the Birmingham community, the Director of Development will create a systematic donor engagement plan to secure support from corporate sponsors, Momentum alumnae, and philanthropic allies of women, as well as a process for managing grants from community and family foundations. The Director of Development will manage the Communications and Engagement Coordinator and staff interns on communications, marketing, and promotions to build awareness for Momentum at the statewide level, as well as increase visibility for Momentum locally in Birmingham. Our ideal candidate is collaborative and innovative, with high attention to detail. Very strong communications and relationship development skills are required. We seek a candidate with a proven track record in fund development throughout the donor development lifecycle.

RESPONSIBILITIES

- Develop and execute the annual fundraising plan encompassing corporate support, individual giving, major gifts, conference sponsorships, membership, foundations, grants, planned giving, and other philanthropic revenue to support annual contributed income goals
- Implement systematic approach to donor acknowledgement and benefits

- Manage corporate sponsorship and conference sponsorship benefits
- Manage grant applications and associated reporting
- Establish a planned giving program with a focus on deferred gifts
- Utilize Monday CRM as our system of record for contact management, fund development, and gift acknowledgement
- Manage the Communication and Engagement Coordinator, as well as assigned interns and contractors
- Assist Momentum team members with segmented, targeted lists for communications
- Collaborate with CEO, board of directors, and contract agencies on PR and promotions for development campaigns
- Provide regular development forecasts, pipeline updates, and progress reports to the CEO and organizational leadership

QUALIFICATIONS

- BA (required), CFRE certification a plus
- Five+ years of experience in similar fund development role
- Demonstrated excellence in organizational, managerial, and communication skills
- In-depth experience managing donor management software, knowledge of Monday CRM a plus
- Prior experience in public relations, prospecting, business development and negotiation
- Exceptional presentation skills
- Empathetic listening style
- Adept at optimizing Microsoft Office and familiarity with frequently utilized on-demand software for graphic & web design, financial processing, and email marketing such as Canva, WordPress, Givebutter, PayPal, and Constant Contact

IDEAL CANDIDATE

The successful Director of Development is a **relationship builder, strong communicator, and disciplined executor**. They understand that successful development is about building authentic, long-term relationships between people and organizations that believe in Momentum's mission and potential.

The ideal candidate brings both ambition and practicality to the role: someone who envisions how Momentum's contributed revenue can grow significantly over the next several years while also maintaining the systems, follow-up, stewardship, and attention to detail necessary to deliver results today.

They are comfortable representing Momentum with senior corporate executives, philanthropic leaders, alumnae, donors, board members, and community partners and are energized by the opportunity to help grow an established and respected organization into a leadership development organization with increasing **regional reach, relevance, and impact**.

APPLY

Please send a cover letter and resume to hr@momentumleaders.org Attn: HR Director.