



## Development Director

### Organizational Overview

Foster the Family is a Christian-based organization that imagines a system where families welcoming children are supported by the church and community surrounding them and where homes become places of belonging for healing and vulnerable children.

We are a quickly growing, multi-state organization with support groups and practical programs in support of foster, adoptive, and kinship families. Our work is driven by Biblical ethics of caring for the vulnerable and is fueled by God's love for them and for us. Internally, our team is a diverse group of champions, leading programs that operate in 35 states across the country.

**Position:** Development Director

**Pay:** \$30-\$35/hour

**Reports To:** Executive Director

**Location:** Remote

**Position Status:** Part-Time, Flexible, 10-15 hrs/week

### Position Summary

The Development Director will lead and grow Foster the Family's fundraising efforts, providing both strategic direction and hands-on execution. This role is responsible for building a sustainable and scalable development strategy that supports the organization's mission and expanding programs.

This is a part-time role with significant potential to grow as the organization continues to expand.

### Essential Duties & Responsibilities

- Develop and implement a comprehensive fundraising strategy
- Identify and pursue new revenue streams, including individual giving, partnerships, sponsorships, grants, and campaigns
- Provide strategic guidance on fundraising priorities and opportunities
- Build and strengthen relationships with individual donors, sponsors, and partners
- Develop systems for donor cultivation, stewardship, and retention
- Lead planning and execution of national fundraising campaigns
- Research and identify grant opportunities aligned with Foster the Family's programs and mission
- Write and submit compelling grant proposals and applications
- Manage grant timelines, reporting requirements, and compliance
- Cultivate strategic partnerships with organizations, churches, and aligned partners
- Represent Foster the Family in external meetings and fundraising conversations
- Build and refine development systems, processes, and infrastructure
- Track and report on fundraising progress, goals, and metrics
- Engage in team culture through regular team meetings and prayer gatherings, contributing to a Christ-centered, mission-driven environment

**Qualifications** – *We value diverse backgrounds and humble passion, even if they are not reflected in the qualifications below!*

- Strong alignment with the mission, values, and faith-centered foundation of Foster the Family
- Personal or professional experience in the child welfare space
- 3–5+ years of experience in fundraising, development, or nonprofit leadership
- Proven ability to think strategically and execute effectively
- Strong relational and communication skills
- Experience building and maintaining partnerships with donors and partners
- Experience with donor engagement, campaigns, and fundraising systems
- Demonstrated experience in grant writing and securing institutional funding preferred

Please send your resume and cover letter to [kate.schultz@fosterthefamily.org](mailto:kate.schultz@fosterthefamily.org). Applications will be reviewed on a rolling basis until the position is filled. We encourage early applications, as interviews may begin prior to the posting closing.