



## Senior Director of Development Sacramento & Northern California

*Northern California's largest organizer of events and training for people with intellectual disabilities, seeks an experienced fundraising professional to drive major-gift solicitations to individual donors, businesses and foundations.*

### **BACKGROUND**

Special Olympics is the world's largest sports organization for athletes with intellectual disabilities, providing year-round training to 5,000,000 people in 172 countries. The organization was founded in the 1960s by Eunice Kennedy Shriver and collaborators, and the California chapter grew rapidly. In 2023/24, Special Olympics Northern California (SONC) served 31,000 participants and 23,000 athletes across 11 sports, with the support of 21,000 volunteers, 9,800 coaches, 8,300 partners, 500 schools and over 100 athlete leaders.

Headquartered in Pleasant Hill, SONC's territory runs from the Oregon border down to Tulare County, incorporating 47 counties.

**The Sacramento & Northern California Region** includes 22 counties and runs from the Oregon border in the north, to Medocino, Lake, Yolo, Sacramento, and El Dorado counties in the south. The Region 2 office is headquartered in the City of Sacramento, and this person will routinely travel and meet with leaders across this region to drive solicitations and coordinate regional Special Olympics events. Signature events include the Guardian Games, Regional Competitions for athletes, and Polar Plunge fundraising events.



### **BASIC FUNCTION**

Reporting to the Senior Vice President for this region, and supervising regional Development staff, the Senior Director of Development will work across this region to:

- Support development and execution of comprehensive fundraising plans for Region 2 that are aligned with SONC's annual and multi-year strategic objectives.
- Directly approach and solicit individuals, businesses and philanthropic organizations in the region; and develop partnerships, sponsorships, and campaigns to meet regional contributed revenue objectives. This role will carry a fundraising quota.
- Develop, deploy and orchestrate various fundraising approaches, including: events, mass outreach, grant proposals, campaign materials, sponsorship terms (including terms of recognition for various giving levels), social media solicitations, etc. Collaborate with the Director of Events to expand corporate support and sponsorship of special events; serve as the lead for the region's Signature Event, the annual Bocce Bash, overseeing all aspects of planning and execution to ensure revenue targets are achieved.
- Develop compelling funding proposals tailored to partner interests, leveraging internal marketing and program resources to highlight key initiatives in sports, health, leadership, and school programs.
- Use Salesforce for donor and prospect management; maintain accurate & current records, leverage dashboards and data to track progress and forecast revenue.

**Senior DoD - Sacramento & Northern California**

**QUALIFICATIONS**

Candidates should have the following qualifications:

- Minimum of 4 years of successful nonprofit fundraising experience, with a demonstrated strong track record of meeting or exceeding revenue goals; at least 2 years of experience managing staff, preferably within a fundraising or development team.
- Experience managing regional budgets and producing reports, with ability to forecast accurately and ensure that staff stays within budget as well as course correct as needed.
- Exceptional verbal and written communication skills, including persuasive writing and presentation skills; the ability to build and maintain professional relationships with stakeholders, donors, and volunteers.
- Experience with Salesforce or similar CRM systems is preferred; proficiency is required with standard office tools such as Microsoft Suite (Word, PowerPoint, Excel).
- Ability to travel within the region, including the ability to drive and the willingness to work evenings and weekends, as required by organizational events and business needs.
- Demonstrated success in recruiting, training, and managing volunteers, including delegation and goal achievement through volunteer engagement.
- A passion for and strong, genuine commitment to SONC's culture, vision, and values; an openness to be guided by others; a good listener and strategist comfortable receiving input from many sources. Superior written and oral communication skills and the ability to articulate a compelling case in person and in writing for SONC programs. Demonstrated success in bringing regular, positive media attention to an organization.
- Emotionally mature with a sense of perspective, humor, fun and experimentation.

**SALARY RANGE**

The base salary for this position is anticipated to be \$90,000 - \$110,000, with the opportunity for variable compensation in the future based on achievement of strategic objectives.

Benefits include: Medical, Dental, Vision, 403(b) retirement plan, life and long-term disability insurance, vacation, sick and personal days, federal holidays and a paid winter break.

For further information, or to nominate others, please contact:

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