



Development Director

Full Time, Salaried

Occasional evenings, weekends, with travel required.

Location is preferred in the Boulder to Fort Collins area, as the office is based in Loveland, CO, but a remote position could be considered for the right person.

Compensation commensurate with experience.

Summary: Wellspring Health Access is a non-profit organization seeking a Director of Development to provide strategic direction, management, and coordination of all fundraising efforts. Wellspring Health Access' mission is to expand access to reproductive health care, especially abortion, in underserved areas.

The Director will create fundraising strategies that increase the organization's support from individuals, corporations, foundations and other sources. Wellspring Health Access is a young organization, having embarked on its first clinic start-up, but with a staff that has expertise in the field. The Director will have the opportunity to build the development department from the ground up; therefore, it is imperative that the right person for the position be a self-starter with an entrepreneurial spirit. The Director will work with a team of dedicated professionals to reproductive health, rights and justice.

Essential Duties and Responsibilities include the supervising and/or performing the following:

- Develop, coordinate, maintain and implement, in conjunction with the president and leadership team, an annual fundraising plan
- Maintain updates to the fundraising plan for evaluation and presentation
- Write grant proposals and reports, in conjunction with the president and staff members, to corporate, foundation and government funders
- Develop and write fundraising mail, both resolicit and prospecting, according to the Plan. Cultivate and nurture relationships with current and potential corporate & foundation sponsors, and individual donors
- Maintain updates for the establish short-and long-range goals for unrestricted funding sources
- Oversee the research of grant sources (agencies, corporations and foundations) to identify sources of restricted and unrestricted funding

Wellspring Health Access
712 H Street NE, Suite 1825
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- Supervise and coordinate activities of staff engaged in donor database and record contributors and grants
- Generate queries, reports, exports and any other collection data as needed
- Establish and coordinate events, in conjunction with staff, both local and out-of-state. Working with the president, board, staff and donors to identify hosts, guests, vendors for support.
- Establish call time schedule with president and have call sheets ready. Follow up on all calls, entering notes, following up on correspondence and setting up meetings, as necessary.
- Travel with president and other staff as needed for donor visits and meetings.

Qualifications:

- 5 years of nonprofit fundraising/development experience, preferably with significant high donor fundraising experience and with a budget of at least \$1M.
- Proven history of achieving revenue targets
- Proven management and leadership capabilities
- Strong communications skills including ability to write and speak persuasively about the organization
- Demonstrated ability to think strategically and thorough understanding of strategic development
- Strong partnership-building skills
- Thorough understanding of all components of a diversified funding base
- Good computer skills and knowledge of database programs, such as Donor Perfect
- Knowledge of donor database programs

Education/Experience:

- Bachelor's degree
- Understanding of reproductive health, rights and justice
- Unequivocal support of reproductive rights
- Ability to work across a diverse, cross-section of people, from staff, to advocates to supporters
- Ability to manage a development staff

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Wellspring Health Access benefits program includes:

- Paid time off
- Paid holidays
- Professional Development Reimbursement

To apply, please send your resume and three references to hello@wellspringaccess.org. If you have any additional questions, please send an email to the same address listed above.

Wellspring Health Access is an equal opportunity employer that is committed to diversity and inclusion in the workplace. We prohibit discrimination and harassment of any kind based on race, color, sex, religion, sexual orientation, national origin, disability, genetic information, pregnancy, or any other protected characteristic as outlined by federal, state, or local laws.

This policy applies to all employment practices within our organization, including hiring, recruiting, promotion, termination, layoff, recall, leave of absence, compensation, benefits, training, and apprenticeship. The Wellspring Health Access makes hiring decisions based solely on qualifications, merit, and business needs at the time. For more information, read through our EEO Policy.

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