

Date of Last Update: 6/2025

Job Title: Director of Philanthropy

Reports to: President

Job Level/Status: Full-Time



About United Way:

United Way of Delaware County mobilizes our community to action so that all can THRIVE.

Our Mission

Improve the quality of life in our community by uniting people and resources.

Our Vision

To be the known collaborator, trusted problem solver, and change agent to create a community where all individuals and families achieve their human potential through wellness, stability, and lifelong learning.

Position Summary:

The UWDC Director of Philanthropy, a full-time position with competitive salary/benefit package, will lead the ongoing development and fundraising efforts of UWDC and its initiatives with a special focus on major donor relationships, procurement of transformational, and planned/endowed gifts. The Director of Philanthropy is primarily responsible for identifying, cultivating, soliciting, and stewarding individual donors with the capacity to make significant financial contributions. Working closely with the executive and development teams, this role leads the strategy and execution of a robust major gifts program that aligns with the organization's fundraising goals and mission impact. The Director of Philanthropy will also provide leadership, direction and support for all other development aspects as needed, and other duties and tasks as necessary.

This position requires a dynamic relationship-builder who is comfortable engaging with high-net-worth individuals and is skilled at crafting personalized donor experiences.

Strategy & Program Leadership

- Design and implement a comprehensive major gifts strategy with clear goals, metrics, and timelines.
- Manage a portfolio of 100–150 major gift prospects and donors, with a focus on gifts of \$10,000+.
- Develop individualized cultivation and stewardship plans to deepen donor engagement and loyalty.

Donor Cultivation & Solicitation

- Conduct regular donor visits, calls, and personalized correspondence to build strong relationships.
- Prepare and present compelling proposals, reports, and presentations to prospective donors.
- Collaborate with leadership, board members, and program staff to align donor interests with organizational priorities.

Data Management & Reporting

- Maintain accurate and timely records in the donor CRM (e.g., Salesforce, Raiser's Edge, Bloomerang).
- Track progress toward revenue goals and provide regular reports to executive leadership.
- Analyze trends and use data to inform strategy and decision-making.

Team Collaboration & Leadership

- Partner with annual giving, events, and communications teams to create a cohesive donor experience.
- Support leadership in identifying and cultivating board members and volunteer ambassadors.
- Mentor development staff and contribute to a culture of philanthropy across the organization.

Qualifications

- Experience in nonprofit fundraising, with a strong focus on individual and major giving or relevant transferable corporate sales experience.
- Proven track record of closing five figure gifts.
- Exceptional interpersonal and communication skills; able to build trust and rapport with diverse stakeholders.
- Strong strategic thinking and project management abilities.
- High emotional intelligence, discretion, and professionalism.
- Experience using donor management systems (e.g., Salesforce, Raiser's Edge) and fundraising analytics.
- Bachelor's degree required; CFRE or advanced degree a plus.

Preferred Attributes

- Deep commitment to the mission and values of United Way of Delaware County.
- Comfort with public speaking and making direct asks for support.
- Communicates effectively with internal and external partners.
- Exhibits decisiveness and proactive problems solving.
- Understanding of philanthropic trends and donor motivations.
- Values a diverse and independent work environment that is client/outcomes focused.
- Willingness to travel as needed for donor meetings and events.

Job Requirements:

Education:	Bachelor's degree and/or relevant experience.
Hours:	Currently a typical week includes 9:00am – 5pm Monday through Friday.
Job Location:	Position is based in the Willis Education Center, 74 W. William Street, Delaware, OH 43015.
Point of Contact:	Brandon Feller, President- United Way of Delaware County
How to Apply:	Please submit a resume/CV: HR@uwaydelaware.org Please place “UWDC Director of Philanthropy” in the subject line of the email when applying.