



Cure Violence Global® Position Description

Position Title: Director of Development
Location: Chicago, IL (Remote or hybrid possible)
Reports To: Executive Director

Organization Overview

Cure Violence Global (CVG) is a nonprofit pioneer in community-based violence intervention and prevention. CVG's public health approach to violence reduction is grounded in an understanding that violence is a contagious public health epidemic that can be treated using the following epidemiological methods: 1) detection/interruption; 2) behavior change; 3) shifting community norms.

The approach was first introduced in Chicago in 2000 in some of the city's most violent neighborhoods, where it was shown to reduce shootings and killings by up to 70%. Then housed at the University of Illinois School of Public Health, CVG gained international recognition and cities across the United States as well as conflict zones around the world were trained in the CVG approach. The Economist called CVG "The approach that will come to prominence" and it has. Today, CVG is an independent 501(c)(3) working in more than 23 U.S. cities and in countries across Latin America, with special programs in sites in the Middle East and South Africa.

CVG's model is data-driven and evidence-based, with more than 20 evaluations and studies underscoring its efficacy. CVG provides its U.S and international sites with technical training and assistance, most often in partnership with a mayor's office, health department, and/or community-based organizations.

CVG is an equal opportunity employer and welcomes applicants of all races, ethnicities, religions, genders, gender identities, and sexual orientations.

Position Summary

The Director of Development is a key member of the senior team and works closely with the Executive Director, Director of Communications, Chief Program Officer, and Chief of Staff to guide the organization in securing partnerships and support from foundations, corporations, and individuals who share CVG's commitment to preventing violence using an evidence-based public health approach.

The ideal candidate is comfortable working in a small development shop with minimal supervision and maximum drive to succeed. CVG seeks a highly entrepreneurial self-starter, who can quickly and thoroughly understand the concepts that drive the Cure Violence approach and can successfully develop a case for support that resonates with multiple donor communities across various fundraising platforms. Frontline fundraising experience is critical. As the chief fundraiser, the candidate must be adept at

identifying opportunities and building consensus with senior leaders in ways that support strategic planning and decision-making.

CVG's office is located in the Chicago Loop, accessible by all public transportation. Remote or hybrid will be considered, depending on applicant.

Essential Functions

- Lead and manage the organization's overall development efforts.
- Work closely with the leadership team to determine fundraising priorities.
- Set monetary goals and budgets both short-and long-term, in concert with the executive director, chief of staff and CFO.
- Maintain lists of donors and prospects, including foundations, corporations and individuals.
- Develop and execute solicitation and stewardship strategies for assigned major donors (\$1000+)
- Guide and steward the BOD's efforts in securing major gifts and leveraging their networks.
- Research potential sources of funding and maintain grants calendar.
- Produce, in partnership with the Director of Communications, materials that demonstrate a compelling case for support among multiple constituencies and use multichannel methods of dissemination to engage stakeholders.
- Manage the spring and EOY appeals and design and manage the direct mail campaign.
Plan and execute fundraising events (currently virtual) that communicate the mission and scope of CVG's work nationally and internationally and generate excitement for spreading the CURE.

Qualifications and Skills

- Strong belief in the mission of CVG and the urgency of the work
- Minimum of 5 years' experience in a senior development role at a similarly sized organization (Budget \$5-10M)
- Proven record of soliciting individual gifts in the \$10K-plus range
- Deep knowledge of the national and international philanthropic landscape, especially in the social justice and criminal justice reform sectors
- Successful experience working with institutional, corporate and government funders and securing grants in the \$10K-plus range
- Independence, creativity, and initiative in developing new methods and techniques for building donor pipelines
- Excellent writing, communication, and interpersonal skills
- Proficiency with donor management software and MS suite and Excel
- Comfort and agility working in a small development shop

Salary and Benefits

Competitive/commensurate with experience and other qualifications. Competitive benefits package available.

Disclaimer

This job description reflects the general nature and level of work anticipated in this position. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities and

qualifications required of employees assigned to this job. Nothing restricts management's right to assign or reassign duties and responsibilities to this job at any time.

Is this you? Do you have a passion for our mission and the experience and know-how to move it forward?

Please tell us why in a thoughtful cover letter and attach your resume. Only resumes with cover letters will be considered.

Please submit cover letter and resume to:

Takisha Keys
Director of Human Resources
Cure Violence Global®
E-mail: tkeys@cvg.org