

Director of Philanthropy--Oakland

Ability Central, a division of California Communications Access Foundation (CCAF), is seeking a Director of Philanthropy to lead our ongoing grantmaking program and establish our fundraising initiatives.

Reporting to the CEO, this professional must have an established background in coordinating nonprofit donation strategies and staff leadership. This role involves organizing fundraising initiatives, working with board members, and building relationships with donors and staff. The Director of Philanthropy will also have direct responsibility for management of Ability Central's grantmaking activities.

The Organization: Founded in 2003, CCAF's driving force is improving communications and information access for individuals who are Deaf or disabled. CCAF manages the Deaf & Disabled Telecommunications Program (DDTP) for the California Public Utilities Commission (CPUC). In 2010, CCAF established a philanthropic arm (Ability Central) to provide grants to California community-based nonprofit and educational organizations which benefit the communication needs of Californians with disabilities. Ability Central recently launched a new program called Cloud Consulting. By aligning with Salesforce.com, a world leader in Constituent Relationship Management systems (CRM), Cloud Consulting can now help nonprofits implement improved systems to manage and organize their information and data.

With 100 employees, CCAF supports over 725,000 Deaf and disabled constituents across the State of California and hundreds of nonprofits and community-based organizations.

ESSENTIAL DUTIES AND RESPONSIBILITIES

PHILANTHROPY

- Lead the organization's Philanthropy program in all grantmaking activities.
- Serve as the public face of the Philanthropy program.
- Supervise the work of the Grants team, includes planning and directing staff activities, setting goals and standards for performance while fostering a strong team culture.

FUND DEVELOPMENT

- Working with the CEO, develop fund development strategies and priorities, including identifying those current and enhanced programs potentially worthy of funding.
- Identify and facilitate opportunities for funding based on existing and newly-formed relationships in the philanthropy community, including foundations, corporate sponsors, and individuals.

OTHER

- Champion the organization's vision and mission through an integrated communications strategy.
- Serve as champion for the organization's accessibility capabilities, and help build the skills and tools necessary for excellence in communication and information accessibility.

QUALIFICATIONS

Education/Experience

- Bachelor's Degree in Business Management or a related field; or equivalent combination of education and 5 years relevant experience.
- 5+ years of executive management level experience managing fund development and/or grantmaking for a medium or large size nonprofit organization. Experience must include direct interaction at the Board level.

- Certified Fund Raising Executive (CFRE) or similar credential preferred.

Knowledge, Skills, and Abilities

- Strong business acumen with proven leadership and team building skills.
- Strong organizational abilities, including planning, delegating, program development and task facilitation.
- Ability to build consensus, rally support around common goals to motivate groups and individuals.
- Excellent written, verbal, and interpersonal communication and presentation skills
- Skilled in creating powerful, compelling written and oral communications.
- Ability to make formal, persuasive presentations to groups and deal effectively with members across various levels of the organization and people from all segments of the community.
- Skilled at establishing and cultivating strong relationships with the ability to deepen existing relationships and forge new ones, especially with people of diverse backgrounds.
- Strong financial management skills including budget preparation, analysis, and reporting.
- Ability to reason logically and creatively and utilize a variety of analytical techniques to resolve complex managerial problems, develop and evaluate alternatives, analyze data and present ideas and information effectively, both verbally and in writing.
- Ability to recognize opportunities for improvement and implement changes
- Solid organizational and administrative skills with strong attention to detail.
- Proficiency with Microsoft Office: Excel, Word, PowerPoint, and Outlook.
- Knowledge of CRM, donor databases and other fundraising technology.
- Ability to work well both independently and collaboratively.
- Ability to manage time and competing deadlines effectively, and manage multiple projects simultaneously.
- Ability to travel as needed.

TO BE CONSIDERED

Applicants are strongly encouraged to review the complete job description at www.ccaf.us/employment. To apply for this position, please follow the link to our job page on Indeed.com at <https://tinyurl.com/y5aba48w> click the "Apply Now" button, paste your resume and cover letter (required) where indicated. Successful applicant must be able to pass a background check. Relocation expenses not reimbursed.

To learn more about the Ability Central please visit us at <http://www.abilitycentral.org>

CCAF is an Equal Opportunity Employer. Persons with disabilities are strongly encouraged to apply. *Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.*