



has an opportunity for a

**Director of Development**  
Corporate Office (Laguna Hills)  
(Full-Time)

Western Youth Services is a leading expert in children’s mental health and wellness solutions. As a hub of children’s mental health in Orange County, we’ve been providing services and programs for our community for over 50 years. Our passionate and dedicated staff deliver services and programs that prevent, treat and heal our kids and families and increase their ability to live full and productive lives. If this sounds like you, and you meet the qualifications for this position, please send us your resume.

The Director of Development will spearhead fundraising and donor engagement efforts. This dynamic role is crucial to advancing WYS’s mission of healing children and families and strengthening communities through trauma-informed care.

The Director of Development is a senior leadership role responsible for designing and implementing comprehensive fundraising strategies that significantly grow philanthropic revenue and support the financial sustainability of WYS. This position works closely with the Chief Executive Officer (CEO), Chief of Staff (CoS), and the Director of Planning and Marketing to lead donor cultivation, stewardship, and solicitation efforts while overseeing all aspects of WYS’s fundraising initiatives.

**Responsibilities:**

**Fundraising Strategy and Leadership**

- Develop and execute a multi-faceted fundraising strategy to secure significant individual, corporate, foundation, and government support.
- Set annual fundraising goals and manage a personal portfolio of major donors ensuring a high level of engagement and stewardship.
- Collaborate with the Executive Team to align fundraising objectives with WYS’s strategic goals.
- Lead efforts to increase unrestricted revenue through innovative campaigns, donor appeals, and events.

**Donor Relations and Stewardship**

- Cultivate, solicit, and steward relationships with current and prospective major donors, maintaining a focus on securing six- and seven-figure gifts.
- Oversee the development of personalized engagement strategies for key donors and prospects.
- Ensure the highest level of donor recognition and reporting to build trust and long-term relationships.

#### **Grant and Institutional Giving**

- Research, identify, and pursue funding opportunities from foundations, corporations, and government agencies.
- Oversee grant proposals and reporting to ensure alignment with WYS's goals and funder requirements.

#### **Campaign and Event Oversight**

- Direct the planning and execution of fundraising events, including the annual Art Drive Toy Drive, and End of Year Giving Campaign.
- Work with the Director of Planning and Marketing to create compelling marketing and outreach materials for fundraising initiatives.
- Partner with staff and volunteers to execute donor-centric campaigns that drive community engagement.

#### **Data Management and Reporting**

- Ensure the integrity and effectiveness of the donor database (Virtuous), including tracking, reporting, and analysis of donor engagement metrics.
- Use data insights to inform fundraising strategies and present progress reports to leadership and the Board of Directors.

#### **Minimum Qualifications:**

- Bachelor's degree in Business Administration, Nonprofit Management, Communications, or a related field; advanced degree preferred.
- Minimum of 7+ years of progressive experience in fundraising, with a proven track record of securing major gifts of \$100,000 or more.
- Demonstrated success in developing and leading multi-year cultivation strategies and high-impact campaigns.
- Exceptional interpersonal and relationship-building skills, with the ability to engage diverse stakeholders, including high-net-worth individuals.
- Strategic thinker with expertise in moves management, donor segmentation, and campaign development.
- Strong verbal and written communication skills, including the ability to craft compelling cases for support.
- Proficiency in donor management systems (Virtuous preferred) and data-driven decision-making.
- Ability to lead, inspire, and collaborate with staff, volunteers, and community partners.

- High level of discretion and professionalism in handling confidential information.
- Occasional evenings and weekends required.
- Primarily office-based with some travel for donor meetings and events.

**Salary:** from \$109,000.00 annually

**Benefits:** Comprehensive employee benefits package includes: Medical, Dental, Vision, Life Insurance, Long Term Disability and 403(b) Retirement Incentive & Savings Plan.

***Western Youth Services' Mission: Advancing awareness, cultivating success, and strengthening communities through integrated mental health services for children, youth, and families.***

***Western Youth Services (WYS) is an Equal Opportunity Employer and seeks to recruit and retain a diverse workforce. WYS values and promotes a culture of inclusivity and belonging, one that embraces the contributions of richly diverse disciplines and perspectives of all employees and staff.***