



Organization: HabCenter Boca Raton
Position Title: **Director of Advancement and Social Impact**
Reports to: Chief Executive Officer

Job Summary:

The Advancement and Social Impact Director is a senior leadership role responsible for driving the advancement efforts and making a meaningful impact on society through HabCenter, a non-profit organization. This position involves strategic leadership skills, fundraising, relationship building, and fostering community connections to support the organization's mission and goals. The Director of Advancement and Social Impact collaborates with internal and external stakeholders to cultivate donor relationships secure funding and corporate partnerships, by spearheading our advancement strategies and social impact initiatives.

Key Responsibilities:

Advancement Strategy:

- Develop and implement a comprehensive advancement strategy aligned with the organization's mission and objectives.
- Identify and pursue diverse funding streams, including grants, major gifts, corporate partnerships, planned giving, and fundraising campaigns.
- Set financial targets and monitor progress to ensure the organization's fundraising goals are met or exceeded.
- Stay informed about emerging fundraising trends and innovative approaches to maximize fundraising effectiveness.

Donor Cultivation and Stewardship:

- Cultivate and nurture relationships with individual donors, major gift prospects, foundations, and corporate partners.
- Develop and implement strategies to engage and steward donors, ensuring personalized and meaningful interactions.
- Collaborate with board members, executive leadership, and volunteers to cultivate major gift prospects and secure substantial donations.
- Establish and maintain a donor recognition and stewardship program to acknowledge contributions and foster long-term relationships.

Social Impact Catalyst:

- Be the driving force behind our non-profit's social impact initiatives, using your leadership skills to inspire and guide our team in creating meaningful change.
- Collaborate with external stakeholders, community leaders, and partner organizations to amplify our social impact and foster sustainable solutions.
- Develop and execute strategies to measure and communicate the positive social outcomes of our programs, inspiring others to join our non-profit cause.
- Foster relationships with community leaders, influencers, and organizations to enhance the organization's visibility and support.
- Collaborate with marketing and communication teams to develop and implement outreach campaigns, events, and initiatives.



- Represent the organization at community events, speaking engagements, and networking opportunities to promote its mission.

Strategic Planning:

- Work closely with the executive team and board of directors to develop and implement long-term organizational strategies and goals.
- Provide input and guidance on advancement and community impact aspects of strategic planning initiatives.
- Conduct research and analysis to identify opportunities for growth, partnerships, and innovative approaches.

Team Management:

- Lead, manage, and inspire marketing interns, volunteers, advancement and social impact partners.
- Provide guidance, mentorship, and professional development opportunities to enhance results.
- Foster a collaborative and inclusive work environment, promoting teamwork

Budget Management:

- Develop and manage the department's budget, ensuring responsible allocation of resources.
- Monitor financial performance, analyze fundraising results, and provide regular reports to senior leadership and the board of directors.

Qualifications:

- A Master's degree in human services, nonprofit management or business administration is preferred, while a Bachelor's degree is required.
- A minimum of 7 years of related work experience, with leadership experience in fundraising, resource development, administration, and fiscal oversight (nonprofit experience preferred).
- Proven experience in fundraising, donor relations, and community engagement within the nonprofit sector.
- Deep understanding of fundraising principles, techniques, and best practices, including major gifts, planned giving, and corporate partnerships.
- Excellent communication skills, both written and verbal, with the ability to engage and inspire diverse audiences.
- Strong leadership and team management experience, with the ability to motivate and develop a high-performing team.
- Strategic thinker with the ability to develop and implement comprehensive advancement plans.
- Demonstrated success in cultivating and stewarding donor relationships, including major gifts and corporate partnerships.
- Proficiency in using fundraising software, donor databases, and other relevant technology tools.
- Knowledge of local community dynamics, social issues, and stakeholders relevant to the organization's mission.
- Ability to work independently, manage multiple priorities, and meet deadlines in a fast-paced environment.

**Work Location:**

In person/Hybrid at HabCenter Boca Raton

About HabCenter:

HabCenter Boca Raton, established as a nonprofit organization in 1978, is a powerful force of empowerment and innovation. With a steadfast commitment to making a difference, it sets out to equip adults with developmental differences with the tools they need to lead independent, fulfilling lives characterized by dignity, respect, and independence. HabCenter's Manufacturing and Plant Nursery offer individuals with developmental differences and mental health challenges vocational training. Our university partnerships provide mental health counseling, special education and occupational therapy internship programs; these partnerships forge a path towards inclusive innovation and community engagement. HabCenter also provides competitive integrated employment through our Supported Employment Program. As a driving force for inclusivity, HabCenter Boca Raton envisions a world where individuals with unique abilities are empowered to thrive and contribute meaningfully to society. Read more, www.habcenter.org