

Maui United Way
PO Box 275
Kahului, HI 96733
Tel 808-244-8787

Title: Director of Development

Reports to: President of Maui United Way, Kahului, Maui

Applications due: September 12, 2024

Key Responsibilities:

- Responsible for securing a minimum of \$2.8 million in annual revenues.
- Lead MUW team in the development and implementation of strategic fundraising initiatives.
- Build and maintain strong relationships with donors, sponsors, and funding partners.
- Develop a plan to enhance donor loyalty and long-term commitment to the organization.
- Responsible for creating and managing grant proposals and other funding applications, including from federal, state, and county entities. Track and report the status of grant deliverables.
- Lead the relationship building, maintenance and cultivation with foundations who historically give to organizations like MUW, engaging MUW board and staff as appropriate.
- Create, design and implement a major gift program and improve/establish relationships with key corporate partners, especially those with Hawaii connections.
- Lead strategic and targeted outreach to high-net-worth individuals whose giving aligns with MUWs mission and vision.
- Institute a low-dollar donor campaign.
- Lead donor database management, utilizing fundraising software and data analytics to track donor engagement and campaign effectiveness. Generate reports to inform decision making and measure fundraising outcomes.
- Lead and encourage fundraising participation and networking by members of Maui United Way's Board of Directors and facilitate 100% board-giving.
- Collaborate with the Board of Directors, executive leadership, and other stakeholders to advance fundraising goals and provide regular updates on fundraising progress.
- Create and manage the development budget.
- As Director, plays a supervisory and staff management role, responsible for assigning tasks, rewarding, or disciplining other employees, and recommending directions and actions relating to grievances or concerns, including those under direct responsibility. This requires people management skills and use of independent judgment.

Required Qualifications:

- Bachelor's Degree or higher is preferred, but may be substituted by relevant knowledge and experience in development
- Nonprofit experience at the most senior level, with preference given to those with three plus years of development experience. Other relevant work experience in the private or public sector may be considered if the candidate also has had a significant engagement with the nonprofit sector.

- Established Hawai'i networks (with a focus on Maui) and demonstrated success in cultivating and maintaining long term relationships with relevant partners, funders, government, private sector, and communities.
- Knowledgeable about Hawai'i's diverse political, cultural landscape and history, as well as current stressors and opportunities facing Maui.
- Familiar with Hawaiian cultural values and worldviews and associated traditional and customary Native Hawaiian practices.
- Able to navigate a wide variety of business and social settings, including cultural gatherings/protocol, formal presentations to the business sector, and meetings with donors and foundation leaders.
- Clear and impactful verbal and written communicator able to inform and inspire people to donate time or resources to MUW's mission work.
- Passionate and enthusiastic about Maui United Way's work and impact.
- Familiarity and/or fluency in 'ōlelo Hawai'i (at least commonly used Hawaiian words).
- Highest consideration for Hawai'i resident or former resident who wants to return to serve Maui and live on-island full-time. Maui County roots a plus.

Compensation and Benefits:

Annual Salary: \$90,000 to \$120,000, with the potential for performance bonuses.

Benefits: MUW will pay 100% of the premium for individual coverage through the insurance provider that is insuring MUW employees for a given coverage period. 401K match up to 6% (effective after 90 days of employment)

Start Date and Employment Terms:

Proposed Start Date: Immediately

Employment Type: Full Time

Location: Maui United Way Office in Kahului, Maui

Probation Period: 60 days

Application Instructions:

By September 12th, submit a cover letter and resume/CV by email to careers@MauiUnitedWay.org with the subject line: "Development Director Application." The cover letter should address your experience and expertise that would position you to further Maui United Way's work and share your vision for Maui United Way over the next 10 years.

Your signature on the cover letter shall also attest that you did not use Artificial Intelligence apps or programs (AI) to write your cover letter. The resume/CV should include at least three professional references with contact information.

Mahalo for your interest!