



## USA Basketball Foundation Director of Development

### Position Summary:

The Director of Development develops and implements strategic plans to achieve the organization's annual fundraising goals, with an emphasis on major gifts. This position reports to the Chief Development Officer (CDO) and works together to create and execute a robust fundraising strategy to support the Foundation's long-term success.

### Key Responsibilities:

- Garner support for the Foundation through securing major gifts (6-figure & above)
- Diversify the Foundation's revenue streams by executing strategic fundraising initiatives that expand support from individuals, corporations, foundations, and other sources to ensure long-term financial sustainability
- Provides weekly, monthly, and ad hoc status reports to the CDO
- Collaborate with the CDO to determine prospects for cultivation
- Ensure all funds raised are accounted for, donor information is accurately recorded in the donor database, secure controls are in place, and records are routinely reconciled with the Finance department.
- Collaborate with the CDO and finance team to assist in creating and managing the Foundation's budget
- Other duties as assigned

### Desired Qualifications:

- A bachelor's degree is required; a master's degree is preferred
- Minimum of 5 years of nonprofit (or equivalent) experience, with direct experience in fundraising/development
- A record of measurable results in developing and leading such campaigns as major gifts, annual funds, corporate and foundation giving, and fundraising events
- Excellent written and verbal communication and interpersonal skills
- Must work independently and be self-motivated in initiating contact with prospects
- Skilled in using a donor database, prospect research, and other wealth screening tools to aid the moves management process—experience with Salesforce is preferred
- Excellent organizational and time management skills and ability to effectively prioritize and meet deadlines
- A positive team player who promotes innovation and collaboration and thrives in a dynamic, fast-paced work environment
- Must adhere to the highest ethical standards

### Compensation & Benefits:

- Salary: \$100,000
- Full-time position located at National Headquarters in Colorado Springs, Colorado
- Comprehensive benefits package including retirement plan, medical, dental, life, STD, and LTD insurance & PTO (paid time off)

### Application Process & Hiring Requirements:

- Apply via email to [hr@usabasketball.com](mailto:hr@usabasketball.com); please use subject line DEVELOPMENT DIRECTOR
- Include cover letter, resume, and professional references
- No phone calls please; applications will be accepted until December 6, 2024
- Candidate must pass a USA Basketball background screen and complete Safe Sport training