

National Family Planning & Reproductive Health Association

Position Description: Senior Director, Development
Reports to: Vice President, Finance & Operations
Last updated: April 2025
Status: Exempt
Salary range: Target would be \$125,000

WHO WE ARE

The National Family Planning & Reproductive Health Association (NFPRHA) is a membership organization representing providers and administrators committed to helping people get the family planning education and care they need to make the best choices for themselves and their loved ones. NFPRHA works to enhance the ability of thousands of nurse practitioners, doctors, and other health professionals to provide high-quality family planning care through training and advocacy.

WHAT IS THE POSITION

The Senior Director of Development is a dynamic strategic leader and subject matter expert (SME) in fundraising, donor engagement, and revenue growth. In this hands-on role, they partner closely with the VP of Finance & Operations, the CEO, and the Director of Development to drive innovative fundraising strategies, unlock new funding opportunities, and strengthen the organization's financial sustainability. They will play a key role in cultivating relationships with foundations, corporate and industry partners, and individual donors. This position has no direct reports but carries high-impact influence.

KEY RESPONSIBILITIES

Strategic Fundraising & Revenue Growth

- Collaborate with the VP of Finance & Operations, the CEO, and the leadership team to develop and implement long-term and short-term fundraising strategies aligned with organizational goals.
- Identify and cultivate relationships with foundation, corporate, and industry funders, including event sponsors.
- Proactively research, qualify, and pursue new funding opportunities, including grants, cooperative agreements, and high-impact partnerships.
- Develop and manage a strategic pipeline of foundation and corporate funders, ensuring timely cultivation, solicitation, and stewardship activities.

Donor Engagement & Relationships Management

- Serve as a key relationship manager for high-level donors, ensuring meaningful engagement and long-term commitment.
- Develop and implement stewardship strategies to retain and grow donor contributions.

- Oversee donor communication efforts, including personalized outreach, impact reports, and engagement activities.
- Maintain a prospect management system (CRM/database) to track touchpoints, deadlines, reporting requirements, and relationship stages.
- Serves as the organization's SME in fundraising, donor engagement, and revenue diversification, who can provide recommendations based on fundraising trends and best practices.

Cross-Functional Collaboration

- Partner with the VP of Finance & Operations and the Development Director to assess financial projections, revenue streams, budgets and funding priorities.
- Work closely with the VP of Finance & Operations and the CEO to develop and present fundraising strategies to key stakeholders.
- Ensure collaboration between Finance & Operations and Program teams to support funder engagement and messaging, proposals, and reporting.

Operational & Administrative Support

- Oversee fundraising data, analytics, and reporting, ensuring transparency and informed decision-making.
- Manage high-dollar grant proposals and sponsorship opportunities, coordinating with external partners when necessary.
- Ensure compliance in all 50 states with fundraising regulations and ethical standards.

REQUIRED QUALIFICATIONS

- Minimum of eight years of experience in nonprofit fundraising, business development, or a related field.
- Strategic thinker with the ability to translate program needs into fundable opportunities.
- Hands-on experience planning, leading, and managing high-dollar development projects, including coordinating with peers to achieve outcomes.
- Excellent project management and organizational skills; ability to juggle multiple priorities and funder relationships simultaneously.
- Demonstrated success in building and managing an institutional funder pipeline (corporate and/or foundation).
- Superb written, verbal, and interpersonal skills.
- Experience using CRM systems (e.g., Salesforce, Raiser's Edge, or equivalent) to manage pipelines, track deadlines, and analyze donor behavior.
- Ability to be creative with attention to detail and proven ability to work with an entrepreneurial spirit.
- Demonstrated history of a service mentality to donors and association membership.
- Commitment to continuous learning and development; keeping pace with the philanthropic environment and best practices.

SPECIAL CONSIDERATIONS

- Willingness and ability to travel about 10% of the time, if public health circumstances permit.
- NFPRHA presumes that all staff work fully remote. NFPRHA maintains an office in Washington, DC, and staff may but are not required to work in the DC region. Nearly 65% of the fourteen full-time staff live in the DC region, and we also have staff who live in Illinois, Kentucky, Minnesota, New York, and Vermont.
- Generous benefits package, including health, retirement, PTO, and more.
- Professional development and networking opportunities.
- Background and credit checks are required.

HOW TO APPLY

- Interested applicants should submit a cover letter and resume.
- Applicants are asked to address how they meet each of the required qualifications for this position; if this information is not included in the resume, please discuss it in the cover letter.
- Resumes without cover letters will not be considered.
- If you submit your materials by email, please send them to hr@nfprha.org and include "Senior Director, Development" in the subject line.
- No phone calls, please.