



Development Director

Racquet Up Detroit

Racquet Up Detroit is an out-of-school youth development program which uses the sport of squash, in combination with academic tutoring, literacy development, fitness education, community service, and mentoring to make a lasting positive impact on the lives of Detroit public school students. Founded in 2010 through a collaboration with the Squash and Education Alliance (SEA), Racquet Up works with 150 students in grades 5th-12th, along with 42 graduates.

The organization is currently seeking an experienced Development Director to elevate fund development efforts to the next level, beginning as soon as possible. The Development Director will report to the CEO and serve on the senior leadership team. The Development Director will be broadly responsible for building an effective and efficient development department, executing upon Racquet Up's 5-year Strategic Plan, including, but not limited to:

- Provide vision and leadership for all fundraising, development, and advancement efforts, drawing on extensive experience in other contexts and building on Racquet Up's successful history
- Lead fundraising campaigns including, but not limited to: Annual Fund Mailing, Double Down team-based fundraiser, and capital and endowment campaigns
- Prospect foundation and corporate funding opportunities
- Manage grant writing and reporting process
- Coordinate donor recognition and appreciation including thank you letters and gifts
- Contribute to annual fundraising strategy and planning
- Analyze fundraising results and produce reports utilizing Salesforce
- Oversee and integrate communications efforts including printed and electronic newsletters, website, social media
- Create marketing materials for various audiences including donors, volunteers, media, general public, students and families
- Help with preparation for board meetings; plan and lead Development Committee meetings
- Supervise and support the Development and Communication Manager
- Contribute to fulfillment of 5-year Strategic Plan
- Additional responsibilities as needed

Skills and Experience

- Extensive fundraising and communications experience
- Direct supervisory experience of development staff
- Excellent interpersonal skills, including the ability to network and represent the organization externally
- Experience with donor management software, especially Salesforce
- Previous participation in strategic planning process and subsequent implementation phase
- Ability to see the big picture and plan for the long-term future, while also mastering daily details

Racquet Up Detroit is located at 6530 West Outer Drive, Detroit, 48235, the organization's new world-class headquarters which opened in February 2022.

The ideal candidate will be a high-energy, creative, hard-working, self-starter with strong communication, organizational, and interpersonal skills. Interested candidates should send a resume and cover letter highlighting relevant experience to Derek Aguirre, CEO, as an email attachment to derek@racquetup.org. No phone calls please. Learn more at www.racquetup.org.

Racquet Up Detroit is an equal opportunity employer. Qualified applicants are considered for employment without regard to age, race, color, ethnicity, religion, sex, national origin, sexual orientation, disability, or veteran status. International candidates are welcome to apply.