



Job Posting | April 4, 2022

## Development Director

### Position summary

Common Good Iowa seeks a full-time development director to lead the organization's efforts to expand and diversify its financial resources. The person in this position will exhibit proven skills in managing an annual giving campaign, planning events and building and maintaining relationships with current and prospective donors.

Common Good Iowa is committed to building a diverse staff and strongly encourages applications from candidates of color, multilingual people, LGBTQ+ people and people with disabilities.

### About the organization

Common Good Iowa is a nonprofit, nonpartisan organization founded in 2020 from the merger of the Child and Family Policy Center and Iowa Policy Project. Our team of advocates and analysts leverage reliable data and collaborative relationships to craft people-centered policy solutions for our state's most pressing issues.

Our vision is a just, inclusive Iowa where public policies advance racial, gender, economic and climate justice and where the common good is supported by a fair, stable tax system. We envision a state where children and families are healthy and secure, workers thrive, and clean air and water contribute to a healthy future for all.

### Position responsibilities

Reporting to and working closely with the executive director, the development director will:

- Craft compelling messaging that articulates a strong argument for financially supporting policy research and advocacy, including a case for support, fundraising appeals, and donor cultivation and stewardship materials.
- Organize and implement an annual giving campaign, using a range of methods, including direct mail, digital communications, and special events.
- Operationalize and expand a nascent major gifts program, including growing a list of prospects and cultivating strong relationship with current and prospective donors through regular communications and occasional visits.
- Plan and coordinate periodic events, including an inaugural policy conference, to support building and deepening donor relationships and raising the organization's profile in the state.
- Oversee the organization's donor database and analyze giving patterns in Salsa Labs CRM.

- Participate in professional learning opportunities through Common Good Iowa's national networks, including the State Priorities Partnership, Kids Count, EARN and Partnership for America's Children.

### **Minimum qualifications**

- A commitment to social justice and understanding of the important role of public policy and public institutions in the lives of Iowans.
- Strong written and oral communication skills.
- 5 years' experience in development, including experience overseeing an annual gifts campaign and expanding a pool of potential major donors.
- Experience planning fundraising and other events.
- Experience using donor management tools; knowledge of Salsa Labs a plus.

### **Work location**

This position is eligible for remote work from anywhere in Iowa, or the person in the position may choose to work out of Common Good Iowa's Des Moines or Iowa City offices. It requires occasional evening hours and in-state and out-of-state travel.

### **Compensation**

Compensation for this full-time position is \$65,000 to \$80,000 annually, depending on experience. Common Good Iowa offers excellent benefits, including health, dental and vision insurance; retirement contributions; life and short- and long-term disability insurance; and paid vacation, sick leave, new family member leave and holidays.

### **Equal opportunity**

Common Good Iowa is an equal opportunity employer and takes affirmative action to ensure discrimination does not occur based on race, sex (including pregnancy, childbirth or related conditions), religion, color, creed, disability, marital status, sexual orientation, gender identity and expression, national origin, ancestry, or age, or any other characteristic protected by law.

### **To apply**

To apply, send a resume and cover letter by email to executive director Anne Discher at [adischer@commongoodiowa.org](mailto:adischer@commongoodiowa.org). Attachments should be in PDF or Microsoft Word formats. The cover letter should describe your interest in the position and how your experience and vision meet the qualifications and responsibilities outlined above. Finalists may be asked for a writing sample.

Applications will be considered on a rolling basis, with preference given to applications received by May 15, 2022.