



We're hiring!

Position: Director of Development (Remote)

Organization: Dear Jack Foundation

Location: Remote (U.S.-based preferred)

Salary: \$80,000–\$100,000 (commensurate with experience) + performance-based bonuses (expected and achievable)

About Dear Jack Foundation

The Dear Jack Foundation provides impactful programs benefiting adolescents and young adults (AYA) diagnosed with cancer and their families to improve their quality of life from treatment to survivorship. Our vision is to be a national leader in adolescent and young adult cancer programming by giving patients, survivors, and their caregivers a community and support rooted in mental and physical wellness-based tools and resources from diagnosis through survivorship.

We provide programs and resources to help young adults tell their stories, find community, and get the critical support they need. We are a passionate, mission-driven nonprofit dedicated to making sure no young adult faces cancer alone.

Position Overview

The Director of Development is a senior leadership position responsible for overseeing all fundraising and marketing efforts. This individual will lead strategy, execution, and growth across revenue generation and brand visibility.

Reporting directly to the Executive Director, the Director of Development will be instrumental in driving revenue, expanding audience reach, and strengthening long-term sustainability.

Dear Jack Foundation is operating under an aggressive strategic plan with ambitious growth goals, including a focus on diversifying fundraising channels. The Director of Development will play a central role in executing this vision and building scalable, sustainable revenue streams.

The position includes direct supervision of development and marketing staff, including the Marketing & Engagement Manager, as well as oversight of contractors, vendors, and volunteers supporting these functions.

Key Responsibilities

Fundraising Leadership

- Oversee and drive all fundraising efforts, including individual giving, major gifts, corporate partnerships, grants, and events
- Develop and execute strategies to meet and exceed annual revenue goals
- Build and manage a strong donor pipeline, including cultivation, solicitation, stewardship, and ongoing prospecting
- Ensure high standards of data cleanliness, integrity, and reporting within the CRM
- Oversee donor analytics and performance tracking to inform strategy

Campaign Management

- Lead planning and execution of fundraising campaigns, including those exceeding \$1M in revenue
- Identify and develop new revenue opportunities and growth strategies, with an emphasis on diversifying fundraising channels

Marketing & Communications

- Oversee all marketing and communications, including digital, email, social media, and storytelling
- Ensure consistent brand voice and alignment between marketing efforts and fundraising outcomes
- Provide strategic direction and oversight to marketing staff and external partners

Events & Engagement

- Lead strategy and execution for fundraising events
- Oversee sponsorship development, logistics, and donor experience
- Ensure events are mission-driven, well-executed, and financially successful

Leadership & Supervision

- Supervise development and marketing staff, with additional team growth to be determined
- Manage contractors, consultants, and volunteers supporting fundraising and marketing efforts
- Foster a collaborative, accountable, and results-driven team environment
- Partner with the Executive Director on organizational strategy and priorities

Compliance & Best Practices

- Ensure adherence to all applicable data privacy laws and fundraising regulations
- Maintain ethical standards in donor engagement, data handling, and communications
- Establish and uphold internal processes that support compliance and operational excellence

Qualifications

- 5+ years of nonprofit development experience

- Proven success leading or contributing to fundraising campaigns of \$1M or more
 - Willingness to travel (approximately 3 weeks/year or more as needed)
 - Strong background in event planning and execution
 - Prior supervisory experience required, including managing staff and/or teams
 - Demonstrated experience overseeing both fundraising and marketing functions
 - Strong understanding of CRM systems and data management best practices
 - Experience with donor prospecting and pipeline development
 - Working knowledge of applicable privacy laws and fundraising compliance requirements
 - Excellent communication, leadership, and organizational skills
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Commitment to Diversity, Equity, and Inclusion

Dear Jack Foundation is committed to building a diverse and inclusive team and strongly encourages candidates from all backgrounds and experiences to apply. We believe a diversity of perspectives strengthens our work and helps us better serve the adolescents and young adults at the heart of our mission.

What Success Looks Like

- Meeting or exceeding annual fundraising targets
 - Growth in donor acquisition, retention, and major gifts
 - Successful expansion and diversification of fundraising channels
 - Clean, reliable, and actionable donor data
 - High-performing campaigns and successful fundraising events
 - A well-managed, motivated, and accountable team
 - Strong alignment between marketing strategy and revenue growth
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How to Apply

Submit your resume, cover letter, and references to careers@dearjackfoundation.org, with “Development Director Applicant” in the subject line. We also invite candidates to [complete this optional survey](#) to help us better understand the diversity and overall profile of our candidate pool. Participation is completely voluntary, it is anonymous, and survey responses will not be used in evaluating individual candidates.