



Lighthouse Vision Loss Education Center in Sarasota, Florida is seeking a full-time Director of Philanthropy.

Founded in 1985, the Lighthouse Vision Loss Education Center is dedicated to providing quality vision rehabilitation services for the blind and visually impaired community in a five-county region. Based in Sarasota, the annual operating budget is \$1.7 million with 23 full and part-time employees. The Board of Directors currently has 14 members.

The Director of Development will build a culture of philanthropy at Lighthouse and be responsible for conceptualizing, organizing, and implementing a comprehensive and strategic fundraising program in support of the organization's mission and vision for the future. This position will implement a plan to expand philanthropic competencies along with leading the day-to-day fundraising activities and communications. Reporting to the CEO, the successful candidate will be deeply involved in the identification, cultivation and stewardship of individual, corporate and foundation philanthropic relationships.

Qualified candidates will possess a minimum of 5 years of development experience at a leadership level with increasing responsibility in the nonprofit sector. Direct and extensive experience in collaborating with not-for-profit staff and board members is essential, as is a track record of cultivating and securing major gifts from individuals, corporations and foundations. Experience working on capital campaigns preferred. The successful candidate will have a commitment to the Lighthouse's mission and genuine compassion for working with people with other abilities and a desire to gain a working understanding of the organization's history, culture, and philanthropic networks, as well as trends in regional philanthropy and their implications for funding. Bachelor's degree required, Masters or CFRE preferred. Must be willing and able to work some nights and weekends and travel when necessary. Proficiency in DonorPerfect database platform is strongly desired.

All Lighthouse employees are subject to pre-employment background checks, and eligibility to work will be verified through E-Verify. Lighthouse Vision Loss Education Center is an equal opportunity and E-Verify employer with a drug-free workplace.

Visit lighthouseeducationcenter.org to learn more about us.

No telephone calls please! Please submit your cover letter and resume to human.resources@lighthouseeducationcenter.org.