



Air Camp Inc.

Title: Development Director
Reports to: Executive Director
Salary: \$40,000-\$60,000
Setting: Remote with Flexible Schedule

About Air Camp: Air Camp was founded by visionary Dayton-area leaders committed to helping young people across the nation achieve their full potential. Through immersive, hands-on experiences, Air Camp develops critical-thinking and problem-solving skills while encouraging further education and future careers in STEM-related fields, aviation, and aeronautics.

Our vision is to inspire the next generation of technical leaders and positively impact our nation's future by delivering exciting, challenging adventures in aviation and aeronautics. These experiences engage students and teachers in meaningful STEM learning while promoting the core values of scholarship, leadership, and citizenship.

Position Summary: Leads the development team to achieve revenue growth; collaborates with the Executive Director, Executive Committee, and Board of Trustees to cultivate, steward, and expand Air Camp's donors, grantors, sponsors, and partners. The Development Director leads the organization's philanthropic strategy in close collaboration with the Executive Director and the Board Development Committee. This role is central to achieving Air Camp's long-term sustainability goals, including revenue growth, expansion of the donor base, and preparation for and execution of future capital campaigns in partnership with the Board.

The Development Director is responsible for the design, development, and execution of comprehensive fundraising strategies and plans, as well as the tactical initiatives that drive measurable results. All strategies and programs will align with and advance Air Camp's vision, mission, and core values.

Essential Responsibilities:

- Understands the current Air Camp, Inc. case statement and be able to articulate (sell) the story to donors, grantors, sponsors, and partners
- Looks for grant opportunities for Air Camp, Inc. and writes, submits, and services grants to multiple organizations. Any size grant is acceptable, and grants over \$10,000 are highly desirable. Also seeks sponsorships for major Air Camp activities.
- Follows up on current donors, grantors, sponsors, and partners to secure commitments for out-years, by developing a pipeline of future donors. Develops prospect list for new donors, grantors, sponsors, and partners by working with the Executive Director, Executive Committee and other relevant resources/program assets. Focuses efforts on corporate donors (\$50,000 or more) and major personal gifts (\$5,000 or more)
- In collaboration with the Executive Director, Executive Committee, Air Camp Board and appropriate Air Camp staff, conducts joint and individual cultivation and solicitation meetings with current and prospective donors, grantors, sponsors, and partners
- Maintains donor database to ensure it meets Air Camp, Inc. needs including record keeping, communications, announcements, contact information, format, etc. and by working with Air Camp's Manager of Finances
- Provides a written summary of fundraising related activities to the Executive Committee on a regular basis – monthly at a minimum

- Collaborate with the Marketing Committee to design and implement digital solicitation strategies and stewardship programs, leveraging video content and website optimization

Qualifications:

- Has successful Advancement and Development work experiences
- Understands and can work collaboratively with all of the different stakeholder groups that are essential to Air Camp, Inc. operations
- Displays highly developed written and oral communication skills allowing for effective Public Relations on behalf of the organization
- Comfortably engages with diverse populations
- Demonstrates strong interpersonal communications skills
- Understands how to track and document contributions to Air Camp, Inc. operations

Competencies Required:

- Exemplifies responsible, high integrity leadership
- Articulates a vision for the organization
- Maintains a professional demeanor and appearance, including appropriate professional dress
- Skillfully manages individual, group and organizational interactions
- Makes timely and effective critical judgments and performs complex tasks independently
- Organizes and manages time effectively
- Maintains a work schedule consistent with Air Camp, Inc. needs

Compensation

Salary and benefits are negotiable. This position is primarily remote, with some in-person responsibilities. The Development Director is expected to meet in person with donors, grantors, sponsors, and partners as needed. Occasional attendance at Air Camp functions is also required, including staff meetings, board meetings, and Air Camp events where the Development Director will engage with donors, grantors, sponsors, and partners.

Next Steps

Air Camp seeks to hire a Development Director who is an excellent fit for the organization and demonstrates a strong understanding of the role's responsibilities. Interested candidates may inquire about the position by emailing the Executive Director. To apply, please submit a cover letter and résumé to Dr. Jesse D. Steiner, Executive Director, at jesse.steiner@aircampusa.org.

This position will remain open until filled.