



Director of Fundraising & Business Development

Job Description

Location: Dallas, Texas

Reports To: Founder and CEO

Type: Full-Time, Exempt

Position Summary

The Fundraising and Business Development Director leads Project Unity's fundraising strategy, donor relations, and revenue growth initiatives. This full-time leadership role is responsible for designing and implementing comprehensive fundraising programs — major gifts, multi-year giving, corporate partnerships, foundation grants, annual campaigns, and special fundraising and networking events — to advance Project Unity's mission and facilitate financial sustainability. Eloquent storytelling of Project Unity's vision and community impact is crucial. The successful candidate will be a strategic thinker possessing a charismatic interpersonal style and a passion to make a meaningful contribution to building bridges that unify our communities.

Key Responsibilities

- Develop and implement a year-round fundraising plan to meet annual revenue targets.
- Identify and cultivate major donors, corporate sponsors, and foundation partners.
- Lead planning and execution of fundraising events, campaigns, and donor stewardship activities.
- Collaborate with the Board of Directors and senior leaders to establish fundraising goals.
- Oversee grant writing, proposal development to secure funding and reporting compliance.
- Prepare and deliver donor communications, impact reports, and marketing materials to increase awareness and engagement.
- Manage donor database systems to ensure accurate record-keeping and relationship management.
- Collaborate with support resources to identify and ensure appropriate tracking, analysis, and reporting of fundraising performances and trends.
- Supervise and mentor development staff and volunteers.
- Represent Project Unity through public speaking, networking, and advocacy in the community.

Qualifications

- Deep commitment to Project Unity's mission, vision, and values.
- Minimum of 5 years of experience in nonprofit fundraising, donor relationship management, and event management.
- Demonstrated success driving major gifts, corporate/foundation giving, grant writing, and supporter appeals.
- Outstanding written and verbal communication skills for donor relations, marketing, and public speaking.
- Experience with donor management software.
- Creative, strategic thinker able to independently lead fundraising initiatives and inspire engagement by others.
- Collaborative team player with strong leadership and people skills and exemplary networking abilities.

Education

- Bachelor's degree or certificate in nonprofit fundraising management, nonprofit management, business administration, sales, communications, or related field.

Compensation and Benefits

- Competitive Salary
- Bonus Pay Potential
- Paid Time Off (PTO)
- Paid Holiday Time Off
- Benefits Allowance
- Mobile Device Stipend
- Office and Virtual Work Environments

If you are an experienced fundraising and business development driven to create positive community impact for us all, apply to join Project Unity's team as Director of Fundraising & Business Development at <https://projectunity.net/careers/> today!