



**The Salvation Army of Eastern PA and Delaware
Director of Advancement
Preliminary Position Announcement
Summer 2019**

The Salvation Army is at the forefront of meeting human need whether it is through feeding programs, emergency disaster relief services, transitional housing, anti-human trafficking work and/or working with people with developmental disabilities. The Salvation Army provides services without discrimination.

The Eastern PA and Delaware Division has been serving people in need since 1879. Its operations consist of 50 corps community centers, 163 volunteer service centers, residential programs as well as The Salvation Army Camp Ladore Retreat and Conference Center. In 2018 alone, The Salvation Army provided more 320,000 meals and over 104,000 nights of lodging across Pennsylvania. In addition, more than 488,000 people were served through its community center programs.

The new Director of Advancement will be a visionary leader tasked with managing and growing the Army's comprehensive fundraising program in the Eastern PA and Delaware Division. With 33 development staff, the division currently raises approximately \$25m a year

Responsibilities include:

- Managing a comprehensive fundraising program
- Working closely with senior and volunteer leadership to systematically and significantly increase philanthropic revenue
- Leading, managing and mentoring a team of 33
- Serving as the region's top major/principal gift officer
- Overseeing communications

Qualifications include:

- Proven visionary leadership skills with the ability and desire to transform an organization through philanthropy
- 10+ years of experience leading a world class fundraising program with proven ability to navigate complex organizations
- Experience managing a large team at a high level
- Proven ability to lead and grow a fundraising program through major gifts, planned giving and direct mail
- Commitment to advancing the mission The Salvation Army

All qualified applicants will receive consideration for employment without regard to race, color, sex, national origin, disability or protected veteran status.

Please email your cover letter and resume in confidence to: SalvationArmyPA@developmentguild.com

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