



The Works: Ohio Center for History, Art & Technology is seeking a Director of Development

The Works is an interactive learning center where people of all ages can have fun and be inspired by the history, technology and artistic accomplishments of the communities we serve.

Development Director Position

The Works: Ohio Center for History Art & Technology in Newark, Ohio, is seeking a Director of Development to oversee, design and execute a comprehensive fundraising program to develop new donors as well as communicate our mission and success to established donors. The ideal candidate will have a demonstrated track record of successful fundraising from individuals, foundations and corporations in the Central Ohio area. This position works closely with the Board's Development Committee and the Managing Director. Essential duties include: (other duties may be assigned):

1. Develop and execute The Works' annual fundraising plan and fundraising activities.
2. Develop, build, and maintain relationships with corporate and individual donors.
4. Work with staff to plan funding applications that that fit The Works' goals and budget.
5. Establish and maintain a planned giving program.
6. Work with board and staff leadership to develop strategic fund development plans.

Qualifications: Qualified candidates must have a Bachelor's degree, relevant course of study, or equivalent experience. A minimum of 3-5 years of relevant work experience and a proven track record in fundraising is required. Experience in a non-profit organization preferred. The Director of Development must have: excellent communication skills and experience in successfully managing annual giving campaigns and special events; a proven track record of success in working with executives, board members and senior staff; experience in writing successful grant proposals, and; proven success in obtaining and increasing annual fund goals.

This is a full time salaried position with some evening or weekend hours required to support special events at The Works. The Works is an equal opportunity employer.

Submit resume and two letters of reference to Janice LoRaso, Managing Director/HR Director, The Works, 55 S. 1st Street, Newark, Ohio 43055, or janiceloraso@attheworks.org. No phone inquiries please.