PsychArmor is a national nonprofit organization that harnesses the power of education and technology to transform the connection between military and civilian communities. We offer easily accessible online educational courses, one-on-one coaching and mentoring, and seminars. Our audiences include service members in need of resources, as well as civilians who desire to effectively engage with and support military service members, Veterans, and their families.

PsychArmor Institute believes that educating American civilians about the unique needs of military connected people in our country can change misperception, create powerful connections, strengthen communities, and help our nation’s heroes better access resources that allow them to thrive.

PsychArmor is looking for a critical leader to the mission and team, the Director of Development:

The Director of Development is responsible for the creation of a shared vision that includes the strategic direction, development, organization, promotion, implementation, expansion and assessment of all philanthropic and business avenues to increase revenue, financial support and organizational awareness. Manages all aspects of the organization’s fundraising plans, including corporate partners, corporate engagement, fee-for-service, work-place giving, major gifts, annual giving, corporate and foundation relations, grants, planned giving, affinity groups and development services. The Director of Development shares responsibility and works as a partner with the CEO in stewarding key stakeholders and philanthropic relationships. The Director of Development works in close collaboration with the executive team, and members of the Marketing and Education teams to achieve the fundraising goals of the organization.

- Develop and implement a comprehensive, sustainable fundraising business plan with the principal goal of generating new and sustainable revenue. Lead and support the organization including all facets of individual, foundation and corporate support, planned giving, and other fundraising activities that aligns with organizational vision and plans.
- Forge new relationships with C-suite leaders, Government partners, VPs and Directors, and help steer partner conversations to proposals and contracts.
- Create a positive and trusting image by representing PsychArmor in the community of investors, nonprofits, government and businesses.
- Craft professional proposals and pitch presentations, working closely with the marketing team to bring leads to funding.
- Research and prepare proposals and grants. Represent and promote PsychArmor
at conferences, forums and panels to enhance awareness of PsychArmor’s mission and develop new donors and sponsors. Experienced in lead generation, proposal writing, pipeline management and a partner-first mindset will all be success factors in this role.

- Collaborates with the Marketing department to develop effective donor communication strategies.
- Manage the donor and sponsor pipeline and oversee reporting via the database and other tools. Ensure regular reports are provided to funders with updates on current program status and its impact. Provide reports to the CEO, COO and Board of Directors regarding fundraising milestones and metrics.
- Meets or exceeds all quarterly and annual revenue objectives are met.
- Anticipate changes in the development environment to enhance opportunities and mitigate the impact of unfavorable trends.
- Support the CEO and Board Chair in engaging Board members in development and strategic goals.
- Develops and sustains relationships across the organization to ensure the department is aligned with the overall strategic plan.
- Ensure Learning Engagement and Development team has leadership and staff skills, tools, resources, and training to be successful.
- Identify specific methods and tools to ensure interdepartmental collaboration
- Represents PsychArmor in the community and nationally. Travel is required.

Requirements:

- Bachelor’s degree, Master’s Degree preferred.
- 5-8+ years of experience for a medium/large size non-profit.
- Social innovation and strategy background preferred.
- Experience with military and government sector a plus.
- Proficiency with Microsoft Office and databases;
- Salesforce experience preferred

Location and Compensation:

- PsychArmor headquarters is located in San Diego, CA. Position may be remote, Washington D.C. or San Diego, CA preferred.
- Full-time salaried position with medical benefits and employer matched retirement savings plan
- Salary based on experience and qualifications

Please send cover letter and resume to careers@psycharmor.org
PsychArmor Institute is committed to creating a diverse, equitable, and inclusive environment, and we are proud to be an equal opportunity employer. We are dedicated to building a workforce that celebrates diversity and equity.