



# Example of Director Of Development Job Description

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Our innovative and growing company is looking for a director of development. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for director of development

- Ensure delivery of web and software products on time with first-time quality
- Establish a world-class development team - hire, train, and mentor
- Define, deploy, and drive sustainable and repeatable process improvements through the entire development lifecycle
- Define and champion leading technologies to improve the efficiency, quality, and ease of use of our products and solutions
- Define and measure Key Performance Indicators (KPI) - drive corrective actions throughout the entire department based on real data and results
- Continuously enhance existing systems and processes, working closely with the larger digital marketing team
- Identify both strategic opportunities and potential threats associated with emerging technologies, and execute development plans that ensure PureRED's execution meets customer expectations
- Prioritize, direct and appraise the activities of team personnel
- Support the PureRED account team by providing rapid technical estimating to support sales and marketing efforts
- Create and communicate employee performance evaluations and development plans

## Qualifications for director of development

- High energy, positive, flexibility, teamwork, and attention to detail

- Ability to manage profitability, product arrangement, and product merchandising
- Develop and build out an overall 5 year Development/fundraising plan within Art in General's larger institutional Strategic Plan in conjunction with the Executive Director, Development support staff, and relevant Board Committees
- Continually identify new potential donors (local/national/international), create a specific and individualized cultivation plan to secure new contributions, and make direct asks for gifts alongside those made in tandem with the Executive Director and Board