



Development Director JOB ANNOUNCEMENT (June 2010)

Somos Mayfair cultivates the dreams and power of the people of Mayfair through cultural activism, social services and community organizing. We are generations of immigrants, rooted in a vibrant community, who nurture healthy families and speak out for justice in Silicon Valley.

We are working toward the day when all people of Mayfair believe our barrio to be a place where beauty, power, and dignity flourish and Mayfair is extensively connected to the region, valued for our contributions to society and engaged with the broader movement for justice.

Overview

Somos Mayfair is neighborhood-based nonprofit agency working with the immigrant, working-class residents of the Mayfair area of east San José. Formed in 1996, Somos Mayfair's staff and volunteer community promotores provide direct services to Mayfair families focusing on health and wellness and ensuring our children will succeed in school. At the same time we organize residents to work collectively to build the community's political power in our relations with the region. In all of our work, we deploy a growing team of volunteer community cultural activists who use culture as a tool to build community, dialogue and action.

Development Director

The Development Department supports Somos Mayfair's program and operations. The Director is responsible for strategic planning, implementation, and evaluation of Somos' fundraising activities. Together with the Executive Director, the Development Director is responsible for raising an annual budget of approximately \$1,200,000 from a diverse mix of sources including foundations, government, corporations, fees for services and donations.

As we move into the new fiscal year, key priorities for the Development Director will be:

1. Continue to grow our individual donor base;
2. Maintaining a stream of support from new and existing foundation and corporate funders;
3. Exploring new opportunities for government grants and contracts;
4. Begin the establishment of a cash reserve.

The Development Director is a member of the senior management team of the agency, and manages a Development Associate and contractors on an as-needed basis.

Required Qualifications

- Deep passion and commitment to building power and advancing justice with immigrant, working class communities;
- Excellent judgment, organizational and decision-making skills;
- Resource development leadership with agencies of budgets of \$1,000,000 - \$2,000,000;
- Proven track record in diversified development strategies that include revenues from government, corporations, foundations, individual donors and special events;
- Ability to strategize, communicate and lead the organization to shared visions and strategic directions in resource development;
- Ability to lead Board, staff and volunteers to effectively utilize their talents;
- Excellent communication skills- including speaking, writing, facilitation, and listening;
- Ability to collaborate with diverse stakeholders;
- Familiarity and comfort with basic computer applications and the internet;
- Valid driver's license and a car or the ability to travel throughout the community as needed;
- Ability to work occasional nights and weekends as needed to support the Executive Director and community events.

Compensation

The salary range for this position is \$70,000 - \$84,000/year plus benefits including: medical, dental, vision, life insurance, paid holidays, sick time, 401K plan.

This is an Exempt position that reports directly to the Somos Mayfair Executive Director.

We encourage you to forward this announcement to others who may be interested. The position will remain open until filled. Please apply by submitting a cover letter and resume to:

Development Director
Somos Mayfair
370-B S. King Rd.
San Jose, CA 95116

Or via e-mail at:

lespino@somosmayfair.org

Somos Mayfair is an equal opportunity employer.

For more info contact us at (408) 251-6900 or visit our website at:

www.somosmayfair.org