



Position Announcement: Director of Development CORRAL Riding Academy Cary, NC

The Opportunity

CORRAL Riding Academy is seeking an experienced nonprofit leader to drive development strategy, cultivate meaningful donor relationships, and champion a dedicated team of staff and volunteers. The Director of Development will be responsible for managing a portfolio of major donors, development operations and administration, prospect research and donor stewardship, and grant writing and program management. This position serves as the backbone of CORRAL's stakeholder relationships, ensuring the execution of strategy and compliance to all donor policies and procedures.

Reporting to the Executive Director, the Director of Development supervises a full-time marketing manager, as well as contracted and volunteer teams supporting grants, events, and donor stewardship.

The successful candidate is an enthusiastic fundraiser, natural relationship builder, and people-first leader that thrives working in a fast-paced environment with a high level of autonomy. This individual will not only be a strategist and visionary but also will execute on strategic development plans.

What will you do as CORRAL's Director of Development?

Fundraising

- Collaborate with the Executive Director and Board of Directors to implement a strategic development plan to meet the annual and long-range revenue goals of the organization.
- Actively cultivate and nurture relationships with current and prospective individual, corporate, and foundation donors, pursuing revenue growth and increased donor investment.
- Oversee the Annual Giving Campaign including marketing and communications, online giving campaigns, and direct mail solicitations, etc.
- Oversee corporate and foundation grant applications and reports and ongoing relationships.
- Identify and solicit sponsorships of CORRAL events. Oversee sponsorship benefits to ensure that marketing and sponsor needs are met.

External Relationships/Events

- Encourage a development culture by fostering the active involvement and participation of the Board of Directors, staff, and volunteers to successfully oversee Annual Giving Campaign goals and year-round stewardship activities.
- Execute annual donor stewardship events, including all aspects of sponsorships and attendance and volunteer management.
- Act as a community representative, attending cultural, civic, and professional events.

Development Management & Administration

- Supervise and coach development team members.
- Prepare and administer yearly annual revenue and expense budget.
- Manage donor recognition and stewardship program to retain donors and encourage increased engagement.
- Utilize Salesforce to support strategic donor cultivation and solicitation; and to prepare campaign management reports, campaign forecasting, prospect tracking, etc.
- Maintain Development Policies and Procedures document, ensure accurate and timely gift record-keeping, management of database, and all donor records and communications.

About the Organization

CORRAL is a faith-motivated, non-profit that acts as an intervention program for adolescent girls in high-risk situations in the Triangle Area. Participants may be “high-risk” due to socioeconomic status, trauma such as neglect, abuse, or, more frequently, a combination of these situations. CORRAL pairs high-risk girls between the ages of 11 and 18 with rescued horses to promote healing, transformational growth, and ultimately, lasting life change. Programming is intended as a long-term intervention and includes only the uppermost standards of literacy and academic tutoring, vocational training, and equine assisted therapy programs, as well as individual and group mental health sessions.

CORRAL aims to serve the highest risk girls in our community. Among those risk factors is the influence of systemic racism. As members of a marginalized population, young people of color are statistically more likely to have negative health, academic and economic outcomes. Understanding this context, CORRAL bears the same responsibility to heal the trauma our girls have experienced due to systemic racism just as much as more commonly understood forms of trauma.

Led by a twelve-member Board of Directors and a staff of twenty, CORRAL’s annual operating budget is approximately \$1.7 million. Programming is provided at no cost to participants and is fully funded by individual donations and grants.

Want to know more? Visit CORRAL’s website at <https://corralriding.org/>.

Key lived experiences, attributes, and skillsets sought in the Director of Development

- Progressive, leadership level experience in development and/or nonprofit management
- Successful track record of supervising employees and volunteers
- Excellent communication and relationship building skills with an ability to prioritize, negotiate, and work with a variety of internal and external stakeholders
- Experience using Salesforce or similar donor management software



- High proficiency in the Google Suites platform including, but not limited to email, sheets, slides, docs, drive etc. Knowledge of Microsoft Suites is transferable.
- Personal commitment to and knowledge of diversity, inclusion, and racial equity for people of color and marginalized communities with a solid commitment to ensuring diversity within the CORRAL's volunteer force.
- Bilingual (Spanish) preferred

Think you are CORRAL's next Director of Development?

To apply, click on the link to the Director of Development position profile at

ArmstrongMcGuire.com/jobs. You will see instructions for uploading your compelling cover letter, resume, salary requirements, and professional references. Please provide all requested information to be considered. In case of any technical problems, contact talent@armstrongmcguire.com. No phone calls, please, and no applications will be accepted by email or directly from third-party posting sites. Review of candidates will begin in February and continue until the position is filled.

Salary is commensurate with the requirements of the position and begins in the \$80K range. Benefits include employer matching medical, dental and vision benefits, an employer paid life and long-term disability benefit and the ability to contribute to a Flexible Spending Account (FSA) after a required waiting period. CORRAL also offers an unlimited PTO policy requiring employees to take a minimum of 20 days off and 13 paid holidays during each calendar year.

CORRAL is committed to creating a diverse, equitable, and inclusive environment and is proud to be an equal opportunity employer. Diversity is more than a commitment at CORRAL—it is the foundation of what we do. We are committed to walking with ALL stakeholders on a journey of anti-racism. We are fully focused on equity and justice. All qualified applicants are encouraged to apply.

About Armstrong McGuire

[Armstrong McGuire](#) is a leading executive search, fundraising and strategic advising firm that believes in unlocking the potential of nonprofit leaders and the communities they serve. Founded in 2004, our diverse team of advisors works with clients and leaders to align strategy, optimize operations, build capacity, and lead nationwide searches that bring supremely talented individuals to high-impact organizations. Learn more about our services in talent acquisition, fundraising counsel, and strategic planning.