

Seeking co-founder level fundraiser to catapult fast-growing non-profit to next level impact

About the organization: Lasagna Love was started at the beginning of the pandemic, when one mom was looking for a way to help other moms in her community. She and her toddler started making and delivering meals to families in their neighborhood who were struggling, whether that struggle was financial, emotional, or simply a feeling of overwhelm.

Lasagna Love has since grown into an international movement with over 30,000 people cooking and delivering meals to families in their communities. What we do is simple: **feed families, spread kindness, and strengthen communities**. Our mission is not only to help address the incredible rise in food insecurity among families, but also to provide a simple act of love and kindness during a time full of uncertainty and stress.

We are seeking an experienced, passionate, and hungry fundraising expert to lead our organization through an incredible period of growth as our Chief Development Officer. This person must be comfortable taking a data-driven approach in every aspect of their work, have experience securing major partnerships and cultivating relationships, and be confident in building a fundraising machine from the ground up leveraging technology, systems, and volunteer power. The ideal candidate will have demonstrated experience taking an organization from \$500K revenue to \$2M.

In this role you will work closely with the Founder/CEO and Board of Directors and alongside a dynamic and dedicated volunteer leadership team. Our organization has a positive, empowering culture in which we place a high priority on communication, transparency and collaboration. We strive for innovation in all aspects of what we do and apply technology to solve problems wherever feasible. We are in search of someone who is aligned with our culture and will continue to enhance it through positive leadership.

Our core values

Empowering. We empower moms, dads, and multi-generational families to ask for help; For so many, this is the first time they have had to raise their hand for assistance. We empower neighbors to connect with and support people in their community, and to step up as leaders.

Positive. Our organization thrives on positivity. We ask “what’s good about this?” in the face of challenge, adopt a mindset of unlimited possibility, and lift each other up. We are unfailingly positive in our communications, even - or especially - when it’s hard.

Zero-judgement. We believe that anyone who asks for help, deserves help. We don’t pass judgement on our recipient families, and we understand we never have the full story. Just as we don’t pass judgement on our recipients, we don’t judge one another for what or how we are able to contribute.

Empathetic. We understand that asking for help can be difficult, humbling, and even embarrassing. We understand. We are here to help and serve and are doing so out of kindness: not for praise or a “thank you”.

Innovative. We know that technology is what enables Lasagna Love to operate at scale, with volunteer leadership and limited overhead. We perpetually seek out new and better systems to run our processes, challenge ourselves to learn new skills, and embrace change with open arms.

Chief Development Officer
Scope of work: first 3 months

1. Drive innovative strategic thinking to achieve development goals. Develop clear strategy and pipeline to reach or exceed 2022 / 2023 fundraising targets
 - a. Evaluate long-term viability of major gifts vs. corporate partnerships
 - b. Develop strategy around peer-to-peer fundraising campaigns
 - c. Explore innovative methods for engaging donors
2. Develop and implement donor communications plan
 - a. Outline calendar for stewardship newsletters, solicitation emails
 - b. Develop Fall / Winter giving strategy (email, social, more)
 - c. Develop systems to automate online and offline initial donor touchpoints
3. Build on existing CRM research and recommendations
 - a. Determine timeline for implementation
 - b. Once a CRM decision is made, oversee the data transfer and integration
4. Develop senior-level relationships with existing and targeted corporate and individual prospects to identify potential partnership opportunities
 - a. Identify and research (10), cultivate and solicit at least three corporate donors in the first three months
5. Drive development growth plans and report on metrics driving the health of the development function including pipeline, activity, revenue growth, implementation, and execution
 - a. Identify, cultivate, and solicit individual donors/prospects from current donors, volunteer pipeline or other sources.
 - i. Make 3-5 mid/major gift asks within the first three months
 - ii. Review giving daily and thank by phone all donors \$250+
 - iii. As needed, send acknowledgement letters and thank you notes

6. Assemble and manage a volunteer fundraising / development committee to support all aspects of fundraising
7. Provide monthly fundraising dashboard report to the Board

Salary is \$90,000 with 90 day and end of year performance bonuses. To apply, send resume and cover letter sharing 1) an example of a partnership you cultivated and closed, and 2) which of our core values resonates with you most strongly. If you have a fundraising writing sample, please feel free to include that as well.