



Position Announcement: Director of Philanthropy Community Home Trust Located in: Chapel Hill, NC (Hybrid)

Ask yourself

Do you have a heart to improve housing affordability for diverse populations? Do you seek an organization where you can leave your mark as you help the nonprofit grow and strengthen? Do you have a passion for serving university employees, teachers, first responders, firefighters, and others who serve the community but otherwise could not afford to own a home where they work in Orange County, NC? Are you the Director of Philanthropy at Community Home Trust?

Why?

Community Home Trust (CHT), a nonprofit organization that seeks to strengthen the community with permanent affordable housing opportunities, is looking for an innovative Director of Philanthropy to join their team. Their vision is a world in which barriers are removed for those wanting a home they can afford, where the supply of those homes keeps pace with the demand, and all individuals have long term access to a safe home where they can thrive, work, and grow. CHT sells homes using a 99-year ground lease in order to keep homes affordable in perpetuity. They also maintain affordable rentals with an inventory of 340 affordable homes.

What will you do as CHT's Director of Philanthropy?

As a one person department currently, the Director of Philanthropy (DOP) will create and execute a philanthropic vision that will sustain and expand CHT's mission and reach. The ideal candidate has led a successful and verifiable resource development program with a record of soliciting and securing gifts of six figures or more. The DOP develops and implements strategies to raise funds from individuals, corporations, foundations, and community organizations. The DOP's responsibilities include:

- Sustain a philanthropic spirit and unified sense of purpose among staff, board members, donors, and other partners in a flexible work environment.
- Develop, manage, and implement the fundraising strategy of the organization, with emphasis on increasing revenue through expansion of the major gifts program.
- Work closely with the Board of Directors to build relationships with donors and train the Board to make successful solicitations and open doors to prospective donors.
- Create a new Development Committee acting as the staff liaison to help set and track goals.

- Responsible for major gifts, annual giving, corporate and foundation giving including management of the CEO's portfolio of donors and prospects.
- Ensure the successful implementation of industry best practices in tireless pursuit of continued excellence in all facets of resource development operations.
- Develop and manage the fundraising budget.
- Coordinate and manage special events in collaboration with the Manager of Communications and Marketing.

Why CHT?

In 1991, the Orange County Affordable Housing Task Force created the Orange Community Housing Corporation (OCHC). Over the next ten years and through several iterations, Community Home Trust (CHT) was born. CHT marked its 30th anniversary in 2021 with 332 permanently affordable homes in inventory in Chapel Hill and Carrboro. Most Community Home Trust houses are built by private sector developers who are required to provide a percentage of affordable homes in their developments. These homes are sold to Community Home Trust at prices that are affordable to buyers.

As a result of local governments' housing policies, Community Home Trust is the primary provider of affordable homeownership in Orange County. CHT homes typically sell at 30% to 50% below the market value and many Community Home Trust homeowners live close to where they work, and their children attend the best school system in the state.

Want to know more? Visit CHT's website at <https://communityhometruster.org/>.

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

- Bachelor's degree from an accredited institution and at least five years of fundraising experience for a nonprofit organization; experience with a housing nonprofit preferred.
- History of soliciting and closing six-figure gifts.
- Ability to demonstrate compassionate service with diverse individuals from all walks of life, including, but not limited to, race, income, age, and ability.
- Ability to build quality relationships with diverse donors as part of a comprehensive fundraising plan.
- Proven track record of achieving revenue targets and/or performance metrics.
- Experience in annual, major, and deferred giving, from discovery to stewardship.

- Experience in management and design/development of fundraising programs, including donor solicitation strategy, communications, donor selection and appreciation, and special events.
- Strong interpersonal skills required to relate to donors, volunteers, and colleagues. Ability to work well in a collaborative environment.
- Must be self-motivated, results oriented, and able to set priorities and work on numerous projects simultaneously.
- High energy, positive "can-do" attitude, curiosity, flexibility, teamwork, and attention to detail; high degree of initiative.
- Proficient with computer skills and knowledge of fundraising database programs.
- Experience with capital campaigns favored.

Think you are the next CHT Director of Philanthropy?

To apply, click on the link to the Director of Philanthropy position profile at [ArmstrongMcGuire.com/jobs](https://armstrongmcguire.com/jobs). You will see instructions for uploading your compelling cover letter, resume and salary requirements. 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.

This position includes flexibility for partial remote work. The salary range starts at \$75,000. Benefits include medical, dental, short, and long-term disability, life insurance, 403(b) retirement plan with 7% of salary contribution vested immediately; accrued vacation and sick time and 15 paid holidays.

CHT strives to reflect its community and hold themselves accountable to building a diverse and inclusive organization. CHT promises to act on that commitment and respect each other in the process. CHT is committed to excellence in their work and invests in each other and their team. CHT's community and workplace are safe, encouraging, equitable spaces.