



The community's go-to for supporting and empowering change.

Help connect people with opportunities to make a difference.

For more than 50 years, HelpLine has provided compassionate support to individuals and families throughout our communities through 24/7 crisis intervention, resource navigation, prevention education, advocacy services, and volunteer programs. Every day, our team helps people navigate some of life's most difficult moments.

We're looking for a strategic, relationship-driven **Development Director** to expand HelpLine's philanthropic impact by cultivating meaningful relationships with individual donors, corporate partners, and community supporters. This position leads donor engagement, stewardship, and fundraising initiatives that strengthen long-term sustainability while helping ensure HelpLine can continue serving individuals and families throughout our communities.

This is a full-time, hybrid-eligible position based in Delaware County with travel throughout Delaware, Morrow, Union, Crawford, and Wyandot counties.

What You'll Do

As our **Development Director**, you'll strengthen HelpLine's fundraising efforts and expand philanthropic support by:

- + Cultivating, soliciting, and stewarding relationships with individual donors, corporate partners, and community supporters.
- + Building and managing a pipeline of prospective donors while strengthening engagement with existing supporters.
- + Developing customized cultivation and stewardship strategies that align donor interests with HelpLine's mission and priorities.
- + Leading donor meetings, presentations, and community outreach to secure philanthropic support.
- + Developing corporate sponsorships, partnerships, and workplace giving opportunities that expand community investment.
- + Supporting annual giving campaigns, fundraising initiatives, and donor communications in collaboration with the Marketing team.
- + Maintaining accurate donor records, stewardship activities, and fundraising data within donor management systems.
- + Serving as staff liaison to the *Board Development Committee* by coordinating meetings, materials, and follow-up activities.
- + Collaborating with leadership, program staff, and finance to align fundraising efforts with organizational priorities and community impact.
- + Contributing to long-term fundraising strategies, development best practices, and organizational growth.

What We're Looking For

The ideal candidate is a confident relationship builder who enjoys connecting with people, cultivating partnerships, and advancing a mission through strategic fundraising.

Required Qualifications:

- + Bachelor's degree in nonprofit management, communications, business, marketing, or a related field.
- + Minimum of five (5) years of experience in fundraising, development, donor relations, or corporate partnerships.
- + Demonstrated success cultivating, soliciting, and stewarding donor relationships.
- + Excellent interpersonal, written, and verbal communication skills.
- + Experience using donor management databases or CRM platforms, such as GiveSmart or HubSpot.
- + Strong organizational skills with the ability to manage multiple priorities and fundraising initiatives.



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- + Self-directed, adaptable, and motivated by achieving fundraising goals.
- + Commitment to HelpLine's mission and a trauma-informed, inclusive approach to community engagement.

Additional Experience We'd Like to See:

While not required, the following experience and qualifications are highly valued:

- + Experience securing corporate sponsorships, workplace giving partnerships, or major gifts.
- + Experience collaborating with nonprofit boards, executive leadership, or fundraising committees.
- + Experience supporting annual giving campaigns, fundraising events, or donor stewardship initiatives.
- + Familiarity with grant-funded organizations or providing grant-related support.
- + Bilingual English and Spanish communication skills.

Why Join HelpLine?

When you join HelpLine, you're joining a respected nonprofit organization with a long history of serving the community while investing in its employees. We believe in creating a workplace that supports professional growth, personal well-being, and meaningful work.

Our Total Rewards Include:

- + Competitive pay.
- + Medical, dental, life, and long-term disability insurance.
- + Employee Assistance Program (EAP).
- + Simple IRA with a 2% employer contribution (no employee match required and immediate vesting).
- + Optional voluntary benefits.
- + Paid vacation and sick time.
- + Mileage reimbursement for approved business travel.
- + Professional development and growth opportunities.

About HelpLine

HelpLine is the region's comprehensive 24/7 resource for crisis intervention, information and referral, prevention education, advocacy, and community support. We work every day to strengthen emotional health and wellness by connecting individuals with the services, education, and resources they need to thrive.

Our team proudly services communities across eight counties through compassionate service, trusted partnerships, and a commitment to improving lives.

HelpLine provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, religion, age, sex, sexual orientation, disability status, gender identity or any other characteristic protected by federal, state or local laws.