

Director of Development

Who We Are & Where We're Going

Variety St. Louis envisions a world where children's abilities are redefined and possibilities reimaged.

In pursuit of our vision, Variety provides children with special needs the tools they need to engage the world around them. For 90 years, we have been removing barriers that prevent children with differing abilities from fully participating in the classroom, at home, and in the community.

We underwent a major change in 2017, transitioning from an agency that both provided programs and awarded small grants to organizations that served children with disabilities to an exclusively direct services provider. Today, Variety's mission is to empower children with special needs by providing medical equipment, therapy, and innovative recreation, and performing arts programs.

1,300+ kids served per year

With this programming change came a shift in Variety's fundraising. We now raise more from individual donors and partnerships, less from special events. The Director of Development oversees a team of two, with a third position in the budget. The Director of Development reports to the Executive Director; two others comprise the leadership team.

"Variety isn't just a place to access programs. It's a place that helps us know our kids belong."
- Variety Parent



What We're Looking For

We seek a Director of Development who is skilled at all aspects of fundraising:

- ♥ Loves donor interaction and cultivation
- ♥ Strategist who enjoys working on an executive leadership team
- ♥ Good supervisor who helps development team members develop skills

Does This Describe You?

The focus of this job is making connections with people, motivating, and inspiring them to achieve results. A self-confident, extroverted style that can enliven, engage, and positively impact individuals and groups is essential. The job has multiple tasks and is dynamic and changing. Because goals and desired results can quickly change, the job requires regularly meeting and pro-actively establishing relationships with new groups. The ability to understand, quickly react and motivate others to adapt to the changing organization environment is key to success. This position requires a motivated and motivating team builder and organization developer.



Benefits Package

- ♥ Health (gold level plans), dental and vision insurance as well as life, short term and long term disability coverage
- ♥ SIMPLE IRA retirement plan with up to 3% employer matching contributions
- ♥ Paid holidays and a bank of paid time off and remote work days
- ♥ Starting Salary Range \$95,000 - \$125,000

How to Apply

Send your resume and letter of interest to search@emdconsulting.com
Applications will be accepted until June 26, 2023.