

POSITION OPPORTUNITY

Director of Development



Saving and Changing Lives Through the Power of Aviation

Wings of Hope is looking for a **Director of Development** to lead the fundraising that keeps its mission flying. For more than 60 years, **Wings of Hope** has turned volunteer skill into life-changing care. This role is a chance to build lasting donor relationships, grow a thriving giving program, and help shape the next chapter of a St. Louis institution that changes and saves lives.

The Opportunity

The **Director of Development** reports to the President and leads a fundraising program generating \$2.7 million in annual revenue. The work spans individual giving, fundraising campaigns, events, grants, and planned giving. The **Director** leads a team that includes a Development Manager (currently vacant), Database Coordinator, graphic designer, and communications partner.

This is a moment of momentum for an energetic leader to join a passionate volunteer corps and team of committed professionals to maximize and expand donor engagement.

What We Are Looking For

- A natural relationship builder who inspires loyal donors and volunteers to deepen their support of this mission
- Experience creating and implementing fundraising campaigns, events, and stewardship plans
- Experience identifying and cultivating various donor types, including recurring donors, corporate gifts, and major gifts
- A collaborative leader who brings staff, board, and volunteers together
- A strong multitasker who balances a wide range of priorities
- A proactive partner to the president and the board
- Planned giving, grant writing and capital campaign experience, a plus

About Wings of Hope

Founded in 1963 by a small group of aviation enthusiasts, **Wings of Hope** saves and changes lives through the power of aviation. Three programs carry that mission forward:

- **Medical Relief & Air Transport (MAT)** Free medical flights for patients who would otherwise struggle to reach specialized care.
- **Global Programs** Aviation partnerships that bring aid and medical care to remote communities around the world.
- **Education & Outreach** The SOAR into STEM program, which introduces high school students to the world of aviation.

More than 260 volunteers, including pilots, mechanics, avionics specialists, and medical professionals keep the mission flying alongside a staff of 19.



Compensation & Benefits

The salary range for this position is \$95,000 to \$115,000. Wings of Hope offers a competitive benefits package: four weeks of paid time off plus federal holidays, seven paid sick days, employer-paid health, dental, and vision coverage for employees at the base plan, life and disability coverage, and a 401(k) retirement plan. This is a full-time position based in the office, where being present helps build strong relationships with donors, staff, and volunteers.

To Apply

EMD Consulting Group is leading this search on behalf of **Wings of Hope**. To apply, send a resume and letter of interest to search@emdconsulting.com by **November 4, 2026**. Review of applications begins right away, and early applications are encouraged.