



Development Director Open New York

About Open New York

Open New York (ONY) is a grassroots, non-profit organization advocating for abundant homes and lower rent. With an expected budget of \$2M in 2024, a staff of 7, and over 600 active volunteer members across New York State, ONY seeks to implement local and statewide policy changes that expand housing options for all New Yorkers. From Rochester to the Rockaways, ONY is organizing to pass innovative and necessary legislation to finally dig New York State out of its decades-long housing crisis.

Responsibilities:

- Develop a comprehensive fundraising plan to meet ONY's annual and longer-term revenue goals, in partnership with the Executive Director and Board of Directors
- Achieve our revenue growth goals by securing, managing, and stewarding support from individual donors, in partnership with the Executive Director
- Drive revenue growth through the development and execution of a tiered membership program
- Draft compelling email fundraising appeals, donor reports, and fundraising materials that increase donations
- Analyze data and key performance indicators from programs to strengthen fundraising appeals
- Use donor research tools to identify, pitch, and close prospective donors
- Create scalable systems to ensure consistent cultivation, follow up, and reports for individual donors and philanthropies
- Plan and execute special events that engage donors and raise funds for the organization
- Assist with grant writing to create clear, concise, and compelling narratives that drive fundraising outcomes
- Prepare Executive Director effectively for key solicitation meetings to drive fundraising outcomes

The ideal candidate will have:

- A background developing individual giving programs at nonprofits or campaigns, with experience successfully soliciting gifts of \$2,500 or more
- Proven track-record of fundraising growth in at least two roles with increasing responsibility

- A self-starter mentality, with experience building and executing a fundraising plan to reach revenue goals
- Excellent relationship-building skills with examples of cultivating authentic relationships with donors
- Demonstrated experience using a CRM to collect, track, and analyze the performance of fundraising campaigns
- A clear approach for donor research to identify new prospects, diversify the donor base, and tailor pitches accordingly
- Strong written and verbal communication skills, with demonstrated ability to create clear, concise, and compelling narratives that drive fundraising outcomes
- Prior experience with legal compliance fundraising for a multi-entity organization (e.g. 501(c)(3)/501(c)(4)) is helpful, but not required
- Passion for Open New York's mission to fight for equitable development that expands all housing options for New Yorkers

More Information:

Location: New York City. We operate as a hybrid team, with three days per week in our office in Tribeca.

Reports to: Annemarie Gray, Executive Director

Manages: N/A

Salary: \$115,000 - \$125,000. This is a full-time, exempt position.

Employee benefits include:

- Medical, dental, vision coverage
- 16 weeks paid parental leave
- 20 paid days off
- 11 paid holidays
- Unrestricted sick leave

Application deadline: September 6, 2024

How to Apply: Submit an updated resume to ONYJobs@opennewyork.org. Please include "Development Director" in the subject line.

Equal Employment Opportunity

Open New York is committed to a diverse workforce, and we seek diversity among applicants for this position. People of color, women, LGBTQIA+, people with disabilities, and veterans are encouraged to apply. Open New York is an Equal Employment Opportunity Employer.