

Chief Development Officer

Hempstead, NY. For over forty years, The INN has been the heartbeat of compassion on Long Island. What began in 1983 as a single soup kitchen run by a handful of dedicated volunteers has grown into the largest private social service agency of its kind in the region. Rooted in the belief that every person deserves dignity and respect, The INN now offers hot meals, emergency shelter, transition housing, a free clothing boutique, and vital support services to those in need. The INN is proof that ordinary people, working together with extraordinary heart, can change their community — one meal, one shelter, one life at a time.

As a Chief Development Officer, your focus will be to:

- Provide strategic leadership for all fundraising, donor relations, grants development, and development operations
- Work closely with the CEO, COO, and Board of Directors
- Diversify revenue, grow private philanthropy, and build a sustainable long-term funding base

Specifically, you will:

- Develop and execute comprehensive annual and long-term fundraising strategies
- Cultivate and steward a portfolio of individual, corporate, and foundation donors
- Oversee grant writing, donor database management, direct mail, and online campaigns
- Engage and support the Board of Directors in fundraising efforts
- Supervise the Directors of Events, Communications, and Grants
- Represent the organization to donors, funders, and community stakeholders

We require:

- **10+ years of nonprofit fundraising experience with a proven track record in major gifts, donor cultivation, grants, and events**
- **Minimum 5 years in a supervisory role**
- **Strong leadership, relationship-building, and communication skills**
- **Proficiency in DonorPerfect, Microsoft Office, and social media platforms**
- Knowledge of federal and state tax strategies
- Bachelor's degree required; master's preferred

Salary: \$100,000. For immediate consideration, apply now at careers@the-inn.org.