

## ***Development Officer, Corporate & Civic Giving***

The Arc Central Chesapeake Region (The Arc) supports people with intellectual and developmental disabilities (I/DD) to live, work, and connect with their community.

When people give, they change lives, families, and communities. But, giving is personal. It's about trust, connection, and stewardship. As the Manager of Engagement, you will have an essential role in our philanthropic growth and support the *Expanding What's Possible, The Campaign for The Arc Central Chesapeake* on Maryland's Eastern Shore and supporting the growth of individual philanthropic giving.

The **Development Officer, Corporate & Civic Giving** will partner with the Vice President of Development to create strategies and implement activities to identify, cultivate, and solicit gifts from existing and potential donors through annual gifts, significant gifts, and planned gifts. They will maintain a portfolio of 100-125 constituents and provide custom cultivation for each donor.

The ideal candidate for this position will be able to seek out and create meaningful connections with potential donors. While the position is focus on the Eastern Shore, the Development Officer will work regionally. Candidates must be confident in engaging a person from introduction to gift, and in articulating why The Arc is an important part of our current health services landscape. They will possess a high degree of organization, strategic thinking, and resourcefulness. This role requires (5) five or more years of experience in fundraising, with a minimum of (3) three years in facilitating "ask" meetings that garners individual donations; Capital campaign experience is a plus. The salary is \$70,000 and this position comes with a competitive benefits package.

To apply, please visit our careers page at [www.thearcCCR.org/careers](http://www.thearcCCR.org/careers) or send your resume directly to [talent@thearcCCR.org](mailto:talent@thearcCCR.org).

### **About The Arc Central Chesapeake Region**

The Arc Central Chesapeake Region (The Arc) is a dynamic regional organization providing person-centered supports for people with intellectual and developmental disabilities to live, work, and connect with their communities. We advocate for equity and access for people with intellectual and developmental disabilities to live self-determined lives and foster opportunities towards self-sufficiency. To learn more, visit [www.thearcCCR.org](http://www.thearcCCR.org).

*The Arc highly encourages all employees to become fully vaccinated against COVID-19 and other communicable diseases. All new hires who have a COVID-19 vaccination card are encouraged to submit a copy to our People & Culture department.*