



Position: Director of Philanthropy

Reports To: President & CEO

Hours: Full-time

Supervises: Contract Grant Writer (contract part-time)

Our Mission

FOCUS St. Louis provides diverse leaders with the civic awareness and powerful connections needed to be collaborative changemakers who advance a thriving region for all.

Position Description

Director of Philanthropy — FOCUS St. Louis, Lead fundraising for a nationally recognized civic institution — with a CEO, board, and 11,000, plus-strong alumni network behind you.

For nearly 30 years, FOCUS St. Louis has been the region's premier civic leadership organization, recognized as a national model for leadership development. Our alumni lead companies, nonprofits, and public institutions across the region — and they are among the most engaged, connected supporters a fundraiser could ask for.

We're hiring a Director of Philanthropy to serve as our chief fundraising strategist. This is a rare seat: you'll design the strategy, not just execute someone else's, working directly with our President & CEO (an active, experienced fundraising partner), an engaged Board of Directors, and a dedicated Philanthropy & Engagement Committee.

What you'll do

- Build and own a comprehensive development plan spanning major gifts, corporate and foundation partnerships, memberships, and digital giving
- Cultivate and close major gifts (\$5,000+) in partnership with the CEO and Board — with a warm prospect pool built from decades of alumni relationships
- Direct sponsorship strategy for our signature events (What's Right with the Region Awards, Start with Leadership Conference, Women's History Month Breakfast), supported by staff, committee, and volunteer teams

- Supervise our contract grant writer and partner closely with Marketing & Communications and Manager, Community Engagement & Alumni Experience.
- Steward a goal of \$600,000+ in FY27 — an ambitious but achievable target built on an established base of donors, sponsors, and funders

What you bring

- 5+ years of progressive fundraising experience with a record of closing individual major gifts and managing corporate/foundation relationships
- Strategic mindset, high EQ, and genuine care for donor relationships
- Comfort with donor CRMs (we use Neon) and online giving tools
- Experience working with a nonprofit board (CFRE a plus, not required)

What we offer

- **Salary:** \$80,000–\$105,000, commensurate with experience
- **100% of healthcare premiums paid** for staff
- **~5.5 weeks of paid time off:** 19.5 days PTO + 8 holidays + full two-week closure at year end
- Hybrid schedule (M/W/F in our Brentwood office; T/Th remote)
- 3% retirement contribution, life insurance, and paid professional dues (AFP)
- A visible seat in St. Louis's civic life, with relationships across every sector

Don't meet 100% of the qualifications? Apply anyway. If this role excites you, we want to hear from you — we invest in and grow our people.

To apply: Send a cover letter, resume, and three references to Dr. Yemi Akande-Bartsch, President & CEO, at YemiA@focus-stl.org with "Director of Philanthropy" in the subject line. All inquiries kept strictly confidential.

FOCUS St. Louis is an equal opportunity employer. We celebrate diversity in all its forms.