

Job Title:	Managing Director of Development
Department:	Development
Supervisor:	Chief Executive Officer (CEO)
FLSA Status (Exempt or Non-exempt):	Exempt
Job Description Updated	December 2025

About Frameworks

Frameworks of Tampa Bay is the leading nonprofit dedicated to equipping all children in our community with the knowledge and know-how to become kind, collaborative and capable citizens. With the complex challenges kids face today, we provide positive and personalized learning experiences that develop their emotional intelligence — the critical skills necessary to navigate any emotion, conversation or situation, no matter how difficult.

From preschool through high school, Frameworks partners with trusted adults to model and teach emotional intelligence to children of all ages and prepares teens to practice it through real-world leadership experiences. Our customized coaching, workshops and strategies are proven to help kids do better in school, graduate on time, respond to setbacks with resilience, excel in the workplace, and experience a stronger sense of belonging and mental well-being.

Together with families, teachers, mentors, and youth-serving organizations, we will achieve a vibrant community where every person succeeds personally, academically and professionally because emotional intelligence is practiced everywhere we live and learn.

Job Summary:

Reporting to the CEO, the Managing Director of Development is a key member of the senior leadership team responsible for designing and executing a comprehensive fundraising strategy to support long-term organizational growth. This leader oversees all development functions—including major gifts, foundation relations, corporate partnerships, annual fund, special events, and donor stewardship—and serves as a primary ambassador for the organization within Tampa Bay’s philanthropic, business, and education communities. While the Managing Director of Development does not directly develop the organization’s marketing plan, they provide strategic oversight ensure marketing and communications efforts are closely aligned with fundraising objectives and donor engagement strategies.

This role is ideal for a mission-driven professional who excels at building meaningful relationships and crafting compelling cases for support.

Key Responsibilities:

Strategic Leadership & Planning

- Develop, implement, and manage a multi-year development strategy aligned with organizational goals and programmatic growth.
- Set annual revenue goals and KPIs; monitor progress and lead course corrections as needed.
- Partner with the CEO and Board of Directors to strengthen organizational fundraising capacity and promote a culture of philanthropy.
- Provide thought leadership on innovative funding opportunities, including earned revenue, multi-year partnerships, and peer-to-peer initiatives.
- Provide strategic oversight of marketing and communications efforts to ensure alignment with development goals, donor engagement strategies, and organizational messaging.
- Align all initiatives with the Development Pillars of the Strategic Plan.

Fundraising & Relationship Management

- Manage a portfolio of high-capacity donors, prospects, corporate partners, and foundations.
- Lead strategy and execution for major gift cultivation, solicitation, and stewardship.
- Coordinate with the Managing Director of Grants on the research, writing, and reporting for foundation and corporate grants.
- Build and strengthen relationships with school districts, community partners, and civic leaders to expand mission visibility and philanthropic collaboration.
- Partner with program and communications teams to develop compelling narratives, impact stories, and donor-facing materials.

Team Leadership & Collaboration

- Collaborate closely with the CEO, Managing Director of Grants, and Program Directors to align fundraising with organizational capacity and program priorities.
- Oversee the Board Development Committee and work to engage board members in fundraising and community outreach.
- Supervise and collaborate with the Marketing/Communications lead to ensure coordinated fundraising, branding, and outreach efforts, aligning campaigns, messaging, and timelines across development and marketing functions.
- Partner with the marketing team to ensure donor-facing communications, campaigns, and storytelling effectively support fundraising priorities and reflect program impact.

Campaigns, Events & Communications

- Lead annual fundraising campaigns, giving days, and donor engagement initiatives.
- Oversee planning and execution of cultivation events, including annual fundraising events, site visits, and community presentations.
- Ensure consistent, mission-aligned donor communications, stewardship touchpoints, and annual reporting.

Data & Systems Management

- Oversee development operations, including CRM management, segmentation, gift processing, and donor analytics.
- Ensure accurate reporting, compliance, and data-driven decision-making.

Qualifications

- Minimum 5–10 years of progressively responsible development experience, including major gifts.
- Demonstrated success in securing significant philanthropic contributions from individuals, corporations, and/or foundations.
- Proven ability to cultivate and sustain strong donor relationships.
- Strong writing, communication, and presentation skills.
- Experience managing a team or leading cross-functional initiatives.
- Commitment to the mission and values of emotional intelligence, education, and youth development.
- Minimum bachelor's degree in public administration, communications, marketing, or business administration.

Preferred Qualifications

- Familiarity with the Tampa Bay nonprofit landscape and philanthropic community.
- Experience with donor CRMs.