

# Capital Campaign Director

**Denver Children's Advocacy Center (DCAC)**

**Position Type:** Full-Time

**Reports To:** Chief Executive Officer

**Status:** Exempt. Full-time

**Location:** Denver, Colorado

## About Denver Children's Advocacy Center

For more than 30 years, Denver Children's Advocacy Center (DCAC) has been Denver's leader in the prevention, response, and treatment of child abuse. Each year, DCAC serves more than 1,800 children and their families through coordinated forensic interviews, family advocacy, trauma-focused mental health treatment, prevention education, and multidisciplinary collaboration.

Building on Denver voters' historic \$10 million investment, DCAC is leading a transformational capital campaign to build the Children's Justice Center and modernize its campus, creating a nationally recognized, child-centered environment that strengthens Denver's response to child abuse while expanding prevention, treatment, and coordinated services for generations to come.

## Position Summary

The Capital Campaign Director will serve as a strategic partner to the Chief Executive Officer, leading the day-to-day execution of DCAC's multi-year capital campaign. This individual will drive major gift fundraising, campaign strategy, donor engagement, volunteer leadership, and campaign operations while helping build the long-term

fundraising systems and relationships that will strengthen DCAC well beyond the campaign.

The ideal candidate is an experienced fundraiser, strategic thinker, and exceptional relationship builder who enjoys working with major donors, foundations, board members, volunteers, and community leaders.

This is a rare opportunity to help lead one of Colorado's most significant child-serving capital campaigns and shape the future of Denver Children's Advocacy Center for decades to come.

## **Primary Responsibilities**

### **Campaign Leadership**

- Lead the day-to-day implementation of DCAC's capital campaign.
- Execute campaign strategy and fundraising priorities.
- Monitor campaign progress, benchmarks, and reporting.
- Maintain campaign work plans and timelines.
- Identify challenges and recommend solutions to keep the campaign moving forward.
- Coordinate campaign activities with organizational priorities and construction milestones.
- Serve as an integrated member of DCAC's Development Team, ensuring campaign fundraising strengthens the organization's long-term philanthropic strategy.

### **Major Gifts & Donor Engagement**

- Partner with the CEO to develop and execute strategies for leadership and principal gifts.
- Develop individualized cultivation, solicitation, and stewardship strategies for major donors.
- Manage a portfolio of approximately 75–100 major campaign prospects and donors through identification, cultivation, solicitation, and stewardship

- Participate in donor visits and gift solicitations.
- Coordinate naming opportunity discussions and gift agreements.
- Ensure consistent movement of prospects through the campaign pipeline.

## **Capital Campaign Foundation & Institutional Giving**

- Lead campaign foundation strategy and cultivation efforts.
- Coordinate foundation proposals, grant calendars, reporting, and stewardship.
- Build relationships with institutional funders.
- Identify new funding opportunities that align with campaign priorities.

## **Corporate Partnerships**

- Develop and implement campaign-focused corporate engagement strategies.
- Identify sponsorship, naming, and partnership opportunities.
- Cultivate relationships with business leaders and corporate partners.

## **Campaign Committee & Volunteer Leadership**

- Coordinate committee meetings and fundraising activities.
- Coach board members and campaign volunteers in donor engagement.
- Help volunteers identify and cultivate prospective donors.

## **Prospect Management**

- Work in coordination with the CDO to identify and solicit current active DCAC donors
- Identify, qualify, and prioritize campaign prospects.
- Maintain prospect portfolios and moves management plans.
- Conduct prospect research and wealth screening.
- Forecast campaign revenue and monitor fundraising progress.

## Campaign Communications

- Partner with staff and consultants to ensure consistent campaign messaging.
- Coordinate campaign presentations, proposals, and donor materials.
- Support stewardship communications and donor recognition.

## Campaign Events

- Coordinate donor briefings, campus tours, cultivation events, and campaign milestone celebrations.
- Support campaign launch activities, groundbreaking, and other public campaign events.
- Leverage existing DCAC events to strengthen donor relationships.

## Campaign Operations

- Maintain accurate donor records and moves management within Bloomerang.
- Track proposals, pledges, naming opportunities, and campaign commitments.
- Prepare campaign reports, forecasts, and dashboards for leadership and the Board of Directors.

## Qualifications

### Required

- Five or more years of progressively responsible fundraising experience.
- Demonstrated success securing five- and six-figure philanthropic gifts.
- Experience managing major donor portfolios and fundraising strategies.
- Strong project management and organizational skills.
- Exceptional written, verbal, and interpersonal communication skills.
- Ability to build trusted relationships with donors, volunteers, board members, and community leaders.

## Preferred

- Capital campaign experience.
- Experience securing gifts of \$250,000 or more.
- Experience working with foundations and institutional funders.
- Experience in child-serving organizations, healthcare, education, human services, or related nonprofit organizations.
- Familiarity with Bloomerang or similar CRM platforms.

## Core Competencies

- Relationship building
- Strategic thinking
- Major gift fundraising
- Donor cultivation and stewardship
- Volunteer engagement
- Campaign planning and execution
- Project management
- Written and verbal communication
- Accountability and follow-through

## Success Measures

The Capital Campaign Director will be evaluated based on:

- Progress toward campaign fundraising goals.
- Growth in leadership and major gift commitments.
- Number and quality of donor engagements.
- Movement of prospects through the donor pipeline.
- Campaign Committee engagement and effectiveness.
- Proposal activity and gift commitments.
- Donor stewardship and retention.
- Accuracy and timeliness of campaign reporting.

## About the Campaign

Denver Children's Advocacy Center is leading a transformational capital campaign to strengthen Denver's response to child abuse. The campaign will fund the Children's Justice Center and modernize DCAC's existing campus, creating a trauma-informed environment where children and families can access coordinated forensic interviews, family advocacy, mental health treatment, prevention services, and multidisciplinary support in one location.

This campaign represents a once-in-a-generation opportunity to improve how children experience safety, healing, and justice while strengthening DCAC's ability to prevent abuse, treat trauma, and serve more children and families for decades to come.

## Compensation/Benefits

Salary based on experience and qualifications (\$90,000 to \$110,000 annually). Full-time, Monday-Friday, occasional nights and weekends when needed.

DCAC offers an excellent benefits package which includes PTO, sick leave, 12 paid holidays, 2 personal days, medical, dental, and vision insurance, as well as a retirement plan option.

Denver Children's Advocacy Center is an equal opportunity employer and seeks a diverse applicant pool.

To apply for this position, please email your resume and cover letter to [jcovert@denvercac.org](mailto:jcovert@denvercac.org). Applications will be reviewed on a rolling basis until the position is filled.