



Employment Opportunity

DIRECTOR OF DEVELOPMENT & COMMUNITY IMPACT

United Way of Lewis County

Reports To: Executive Director

Status: Full-Time | Exempt

Location: Chehalis, Washington

JOIN OUR TEAM

United Way of Lewis County is looking for a **dynamic relationship-builder, experienced fundraiser and strategic thinker** to join our team as our **Director of Development & Community Impact**.

This position connects two essential parts of United Way's work: **building the relationships and resources that make change possible and connecting those resources to meaningful impact in our community**. It's an opportunity to lead and grow United Way's fundraising efforts while staying closely connected to the people, partnerships and community priorities that make our work matter.

POSITION OVERVIEW

The **Director of Development & Community Impact** leads United Way of Lewis County's year-round fundraising and donor engagement strategies while helping connect philanthropic investment to meaningful community impact. Working closely with the Executive Director, this position is responsible for growing and diversifying revenue, cultivating and stewarding donors and corporate partners, strengthening workplace giving, securing sponsorships and grants, and developing new opportunities for philanthropic investment.

In addition to leading development efforts, this position supports United Way's community impact strategies, programs and partnerships—helping ensure our fundraising efforts are informed by community needs and that donors understand the measurable difference their investment makes in Lewis County.

KEY RESPONSIBILITIES

Fundraising Strategy & Revenue Development:

- Develop and execute a comprehensive, year-round fundraising strategy to grow and diversify revenue across individual giving, workplace campaigns, corporate partnerships, grants, sponsorships and major gifts.
- Establish annual fundraising goals, monitor performance and donor retention, and adjust strategies to achieve revenue targets.

- Identify and develop new philanthropic opportunities, prospects and funding partnerships that advance United Way's mission.
- Stay current on fundraising trends, technology and best practices to strengthen donor engagement and revenue growth.
- Lead United Way's signature fundraising events, working closely with volunteer committees to maximize fundraising success and community engagement.

Donor Development & Stewardship:

- Build and maintain meaningful year-round relationships with current, prospective and lapsed donors.
- Develop strategies to acquire new donors, retain existing supporters and deepen donor engagement with United Way.
- Identify, cultivate and help solicit leadership and major gift prospects based on donor interests, capacity and connection to our mission.
- Create meaningful stewardship opportunities that connect donors to United Way's work and demonstrate the impact of their investment.
- Maintain accurate donor and relationship information and use donor data to inform cultivation and engagement strategies.

Corporate Engagement, Workplace Giving & Sponsorships:

- Lead and grow United Way's workplace giving and corporate engagement strategies, strengthening relationships with local employers and business leaders.
- Recruit new corporate partners while developing year-round opportunities for existing partners to engage through giving, sponsorships, volunteerism and community impact.
- Develop sponsorship strategies and cultivate sponsors for United Way events, programs and initiatives.
- Deliver compelling presentations and engagement opportunities that connect businesses and employees to United Way's mission.
- Identify opportunities to align corporate philanthropy and community investment goals with United Way's priorities.

Grants & Philanthropic Partnerships:

- Research and identify corporate and foundation funding opportunities aligned with United Way's mission and strategic priorities.
- Work with the Executive Director and community partners to develop compelling grant proposals and funding requests.
- Coordinate grant reporting, outcome documentation and funder stewardship to maintain strong funding relationships.
- Connect community needs, programs and initiatives with grant and philanthropic opportunities that can expand United Way's impact.

COMMUNITY IMPACT

Community Impact, Programs & Partnerships:

- Maintain a strong understanding of local needs and United Way's impact priorities to help connect community challenges with resources, partnerships and philanthropic investment.

- Develop and maintain strong relationships with nonprofits, schools, businesses, government agencies and other community partners throughout Lewis County.
- Provide leadership and coordination for assigned United Way programs, initiatives and community investment activities, establishing clear goals and monitoring progress and outcomes.
- Identify opportunities for collaboration, new initiatives and partnerships that strengthen United Way's impact and leverage additional community resources.
- Support United Way's role as a convener by bringing together organizations, funders and community leaders around shared goals.

Impact, Engagement & Storytelling:

- Collect and communicate meaningful program outcomes, impact data and community stories that demonstrate the results of United Way's work and donor investments.
- Translate community needs and impact into compelling donor communications, grant reports, presentations, fundraising materials and community outreach.
- Serve as a visible ambassador for United Way, representing the organization at community events, meetings, committees and speaking engagements.
- Recruit, engage and steward volunteers for fundraising events, programs and community initiatives and serve as staff liaison to assigned committees and affinity groups.

WHAT WE'RE LOOKING FOR

The ideal candidate is a collaborative, self-directed professional who is relationship-focused, mission-driven, strategic, results-oriented, community-minded, organized and an exceptional communicator.

QUALIFICATIONS

Education & Experience

- 3–5+ years of relevant professional experience in fundraising, nonprofit management, marketing, community engagement, social services, business development or a related field.
- Demonstrated success building and maintaining relationships with donors, businesses, community partners, volunteers or other key stakeholders.
- Experience in fundraising, donor cultivation, sponsorships, grants, campaigns or other revenue-generating activities strongly preferred.
- Experience with community programs, nonprofit partnerships, event planning, project management or volunteer engagement is a plus.
- Relevant education, training and professional experience will all be considered; a specific degree is not required.

Skills & Abilities

- Exceptional interpersonal, relationship-building and communication skills, including public speaking and presentations.
- Strong organizational, project management and time-management skills, with the ability to take initiative and manage multiple priorities.
- Ability to analyze information and use data to inform strategies, decisions and results.

- Comfortable using donor databases, technology platforms and standard office software while maintaining confidentiality and sound professional judgment.
- Commitment to United Way of Lewis County's mission, with flexibility to occasionally work evenings or weekends for events and community activities.

COMPENSATION & BENEFITS

The salary range for this position is **\$62,000–\$65,000 annually, depending on qualifications and experience**. United Way of Lewis County offers a benefits package designed to support the well-being and work-life balance of our team, including:

- Health insurance stipend
- Paid time off, including vacation and sick leave
- Paid holidays
- Retirement plan with employer contribution
- Flexible, supportive work environment
- Opportunities for professional development and community engagement

Why Join United Way of Lewis County?

If you're looking for a job where you can make a real difference close to home, you've found it! At United Way of Lewis County, you'll join a passionate team that loves serving our community, building connections, and creating opportunities for local families to thrive. Every member of our team plays an important role in advancing our mission, and our work often crosses traditional departmental lines.

We value people who are willing to contribute ideas, support their teammates, build meaningful community relationships and approach their work with curiosity, professionalism and a sense of purpose.

United Way of Lewis County is proud to be an Equal Opportunity Employer. We are committed to building a welcoming and inclusive workplace where everyone has the opportunity to contribute, grow, and succeed.

HOW TO APPLY

Interested candidates should submit:

- Resume
- Cover letter describing your interest in the Director of Development & Community Impact position, your relevant experience, and why you would like to join United Way of Lewis County.

Please submit application materials to Angela.French@lewiscountyuw.com by September 25, 2026.

Applications will be reviewed as they are received. Selected candidates will be contacted regarding next steps in the interview process.

Background Check & Employment Eligibility

Final candidates will be subject to a background check. Applicants must be authorized to work in the United States and provide documentation verifying employment eligibility as required by federal law.