



UNITED WAY OF YUMA COUNTY: EXECUTIVE DIRECTOR

PURPOSE OF POSITION

The Executive Director serves as the chief executive officer of United Way of Yuma County, providing strategic and operational leadership to fulfill the organization's mission: *improving lives by mobilizing the caring power of our community*. This is a highly hands-on leadership role, involving direct oversight of operations, fundraising, staff, and community partnerships to ensure long-term impact and sustainability.

ESSENTIAL JOB FUNCTIONS

- Develop and implement strategic plans that align with the organization's mission and vision
- Drive all fundraising efforts and diversify revenue streams through grants, corporate partnerships, and individual donations
- Plan, execute and oversee signature fundraising events such as the annual gala, golf tournament, and other community-focused initiatives.
- Build and maintain relationships with community leaders, donors, volunteers, and partner organizations
- Oversee program development, implementation, and evaluation to ensure maximum community impact
- Manage day-to-day operations including budget oversight, staff supervision, and organizational policies
- Serve as the organization's spokesperson, strengthening visibility and public trust
- Work collaboratively with the Board of Directors to support governance and strategic decision-making
- Recruit, develop, and retain high-performing staff and volunteers
- Monitor and evaluate organizational performance against established goals and outcomes for programs, fundraising efforts and general operations.
- Stay informed of trends in the nonprofit sector and respond proactively to change.

MINIMUM SKILLS AND EXPERIENCE

- 3+ years of leadership experience in nonprofit industry, philanthropic, or community development
- Bachelor's degree in nonprofit management, business administration, public administration, or a related field is preferred; however, a combination of relevant education and leadership experience in the nonprofit or a related field is acceptable.
- Proven track record in fundraising, event planning and donor engagement
- Strong financial management, budgeting and compliance experience
- Experience working with boards of directors and volunteer management
- Excellent public speaking, written communication, and interpersonal skills
- Demonstrated ability to build relationships and partnerships across diverse stakeholder groups
- Experience with grant writing and management
- Proficiency in Microsoft Office Suite and CRM/database management systems



EXECUTIVE DIRECTOR KEY COMPETENCIES

- **Mission-Driven Visionary**
Leads with a clear and compelling vision aligned with the organization's mission, inspiring others with purpose and a strong sense of direction even in the face of challenges.
- **Strategic & Authentic Leader**
Provides strategic leadership grounded in trust, transparency, and integrity; fosters a culture of respect and accountability while guiding the organization toward long-term success.
- **Influential Relationship Builder**
Develops and maintains strong relationships with community leaders, partners, donors, and stakeholders to enhance the organization's reputation, visibility, and impact.
- **Effective Fundraiser**
Demonstrates strong business acumen and creativity in identifying, cultivating, and securing diversified revenue streams to support mission-driven growth and sustainability. Sets and drives aggressive fundraising goals by engaging donors, sponsors, and volunteers.
- **Compelling Communicator**
Communicates clearly and passionately across all levels, effectively conveying the organization's mission, goals, and impact to inspire engagement and support.
- **Proactive & Innovative Leadership**
Takes initiative without prompting, identifies opportunities others may overlook, and leads with a forward-thinking mindset. Embraces innovation and calculated risk, driving change that keeps the organization relevant and effective.
- **Collaborative Leader**
Builds partnerships across sectors and organizations, actively listens to diverse perspectives, and finds common ground to mobilize support and achieve shared goals.
- **Board Partner**
Cultivates a collaborative relationship with the Board of Directors by supporting strategic governance, providing timely information, and engaging them in mission-critical decisions.
- **Reputation Steward**
Serves as a visible and credible leader in the community; Demonstrates integrity, transparency across all levels—personal, organizational, and in the community.

Compensation package includes: Starting salary of \$60,000, health care stipend, retirement match, and vacation/sick leave.

To apply, please email your resume and a brief cover letter outlining your interest in the position to karina.jones@local.unitedway.org with the subject line:
Application – Executive Director