



Director of Community Development

We're looking for a full-time Director of Community Development that will initiate and build relationships with key community partners within the Omaha Metropolitan community.

CRCC is a local non-profit organization that provides comprehensive day services including pre-school programs, behavioral health, and rehabilitative therapy to Omaha children since 1990. We offer innovative care and education for families of all abilities to grow together, develop life-long skills, and reach their fullest potential. We value Quality Care for Children, Family Involvement, and Staff Excellence. Our work environment is energetic and team-oriented.

We have been operating with COVID mitigation methods in place so we can provide fulfilling work in a safe environment. **Come join our team!**

Community Partnership Engagement

Responsible for initiating and building relationships with key community constituents that will result in a consistent pipeline of prospective new CRCC families.

Key Activities:

- Identifies key community members to meet with and build relationships;
- Strengthens CRCC's brand within the community by promoting CRCC's skilled team of experts in the field of serving children with medical and cognitive challenges;
- Maintains the Recruiting Funnel that takes Community constituents from initial awareness of CRCC, to becoming Community Ambassadors who recommend CRCC to the members of their network who have need for the wide range of high quality services we provide;
- Member of CRCC Marketing Team
- Identifies recruiting opportunities and presents information on CRCC's extensive Menu of Services at community outreach events.

New Family Recruiting and Engagement

Responsible for all aspects of new family recruitment and engagement. Initiate and build relationships with prospective families. Plan, organize and execute recruiting activities relating to perspective families.

Key Activities:

- Provides market analysis relating to outreach and engagement with perspective families
- Identifies prospective clients for CRCC through market research, current family data, etc.
- Creates and maintains a Recruiting Funnel that takes prospective families step-by-step from initial awareness of CRCC, to meeting a Family Ambassador and the transition to CRCC's Admissions Team
- Executes strategic recruiting initiatives as developed with CRCC Marketing Team
- Maintains a regularly cadenced recruiting tours model at CRCC centers for prospective families, Community constituents and other interested parties;
- Maintains ongoing communications with Admissions Team regarding classroom openings and opportunities relating to new client assimilation;

- Provides information regarding current events at CRCC to prospective families;

Minimum Qualifications:

- Bachelor's degree in Public Relations/Communications/Marketing or related fields;
- Three to five years of sales experience with an understanding and proven record of identifying, cultivating, and closing;
- Excellent communication and public speaking skills;
- An understanding of the non-profit world and how mission-driven organizations function is preferred;
- Creative, Collaborator, self-starter, and highly motivated;
- Highly relational with outgoing, engaging personality;
- Excellent communication and public speaking skills;
- Ability to communicate and work effectively with a wide-range of audience members and the community at large;
- Ability to provide leadership and vision while maintaining a high level of personal production;
- Ability to convey a positive and professional image in the community;
- Ability to communicate effectively orally and in writing;
- Ability to develop strong relationships with client families and the community;
- Solid decision making, judgment, and time management skills;
- Ability to handle multiple projects simultaneously;
- Demonstrates superior attention to detail and ability to meet deadlines;
- Ability to excel in a team-oriented work environment and to focus on tasks independently;
- Visionary, strategic, and forward thinking
- Demonstrates continuous learning by seeing success and failure as learning experiences to fuel future successes.
- Able to meet agency's conditions of employment regarding health status and clearance with the Nebraska Child Abuse/Neglect Central Registry and/or Adult Abuse/Neglect Registry and the Nebraska State Patrol.

Benefits

- CRCC offers an Excellent Benefit Package (Health, Dental, Vision, Disability and Life insurance, 401k with match, PTO, etc.)
- CRCC is an equal opportunity employer, M/F/V/D

Qualified candidates may submit a resume to Jennifer Pursell at jpursell@crccomaha.org or apply online at: <https://crccomaha.org/who-we-are/careers.html>.