

Director of Development

Corporate & Individual Giving

Location: Remote (United States)

Employment Type: Full-time, Exempt

Reports To: Executive Director

Travel: 1-3 trips monthly throughout the United States and Canada

Build Partnerships That Change Lives.

This is an opportunity to help shape the future of a growing national nonprofit while building meaningful relationships that make camp experiences possible for children with cancer. Care Camps Foundation is seeking an experienced relationship builder to join our leadership team as Director of Development (Corporate & Individual Giving). Working alongside the Executive Director, you will help expand our philanthropic impact by developing corporate and industry partnerships, cultivating major donors, strengthening foundation relationships, growing sponsorships, and launching a planned giving program.

If you are energized by building relationships, creating opportunities, and connecting people with a meaningful mission, we'd love to meet you.

About Care Camps Foundation

Care Camps Foundation believes every child with cancer deserves the opportunity to experience joy, belonging, and the healing power of the outdoors through medically supervised pediatric oncology camps. For more than 40 years, Care Camps Foundation has helped provide consistent funding to pediatric oncology camps across the United States and Canada, making camp experiences possible for thousands of children with cancer and their families each year. As the organization continues to grow, we are expanding our fundraising capacity to build new partnerships, diversify philanthropic revenue, and strengthen our long-term impact.

Position Summary

The Director of Development (Corporate & Individual Giving) is responsible for developing and growing philanthropic revenue through strategic relationship development.

Working collaboratively with the Executive Director, this position will identify, cultivate, solicit, and steward philanthropic investments from corporations, industry leaders, major donors, private foundations, and planned giving supporters.

This is a highly collaborative leadership role for someone who enjoys meeting new people, creating meaningful partnerships, and inspiring others to invest in an important mission.

Primary Areas of Responsibility

Primary Function	Time
Corporate Partnerships, Industry Partnerships & Sponsorship Development	45%
Major Gifts & Planned Giving	30%

Foundation Relations	15%
Strategy, Portfolio Management & Cross-Functional Collaboration	10%

What You'll Do

Corporate & Industry Partnerships

- Develop new corporate partnerships that create meaningful, long-term impact.
- Expand relationships throughout the RV, camping, outdoor recreation, marine, powersports, hospitality, and related industries.
- Develop sponsorship opportunities that create shared value for partners and Care Camps Foundation.
- Steward existing corporate and industry relationships while identifying opportunities for continued growth.

Individual Giving

- Build and manage a portfolio of major gift prospects.
- Develop individualized cultivation and solicitation strategies.
- Partner with the Executive Director on transformational gift opportunities.
- Develop and launch the foundation's planned giving program.

Foundation Relations

- Build relationships with private and family foundations.
- Research and qualify funding opportunities.
- Coordinate proposal development.
- Steward foundation relationships and funding partnerships.

Leadership & Strategy

- Develop and manage fundraising pipelines.
- Collaborate with the Executive Director on fundraising strategy and organizational growth.
- Represent Care Camps Foundation at conferences, meetings, and industry events.
- Build relationships that strengthen implementation of the Care Camps Foundation Capacity Blueprint.

What Success Looks Like

Success in this role is measured by relationships built, opportunities created, and long-term philanthropic growth. Within your first year, you will be expected to make meaningful progress toward:

- Expanding corporate and industry partnerships.
- Growing sponsorship revenue.
- Building a comprehensive major gifts strategy.
- Launching a planned giving program.
- Developing relationships with private and family foundations.
- Diversifying Care Camps Foundation's philanthropic revenue.

What We're Looking For

We're looking for someone who thrives on building relationships and creating opportunities.

Required Qualifications

- Seven to ten years of progressive experience in business development, corporate partnerships, fundraising, strategic sales, or a related relationship-focused profession.
- Demonstrated success developing relationships that generate significant revenue.
- Exceptional communication, presentation, and interpersonal skills.
- Strong strategic thinking and organizational abilities.
- Willingness to travel approximately one to three times per month.

Preferred Qualifications

- Experience developing corporate partnerships.
- Experience securing sponsorships.
- Experience cultivating major gifts.
- Experience with planned giving.
- Experience developing relationships with private or family foundations.
- Experience within the outdoor recreation, hospitality, RV, camping, marine, or related industries.

Corporate business development experience is strongly encouraged. Nonprofit fundraising experience is welcome but is not required.

Compensation & Benefits

- Salary range: \$110,000-\$130,000, commensurate with experience.
- Comprehensive benefits package.
- Professional development opportunities.
- Flexible work environment with national travel.

Why Join Care Camps Foundation?

You'll join a collaborative leadership team committed to expanding the organization's impact while building meaningful partnerships that make camp experiences possible for children with cancer. This is more than a fundraising position. It's an opportunity to help shape the future of a growing organization, build lasting relationships across North America, and create opportunities that will benefit children and families for years to come.

HOW TO APPLY

To be considered for this position, please **complete our online application form by October 1, 2026**. The application form will ask you to upload a resume and cover letter. You may also include work samples, a portfolio, or other supporting materials.

<https://zfrmz.com/OfqHjxUSrEuFpW1p5QMf>

Care Camps Foundation appreciates your interest in joining our team and helping make meaningful camp experiences possible for children with cancer.