Development Guild

ELIZABETH FREEMAN CENTER

Director of Development

Elizabeth Freeman Center

Pittsfield, MA | Fall 2026

Elizabeth Freeman Center seeks an entrepreneurial and mission-driven Director of Development to lead and grow its fundraising program.

About Elizabeth Freeman Center



Since 1974, the Elizabeth Freeman Center (EFC) has been at the forefront of addressing domestic and sexual violence in Berkshire County, delivering essential services and advocacy to those impacted. EFC functions as both an emergency response and a critical support system, helping survivors find safety, regain stability, and begin rebuilding their lives.

EFC provides hope, support, and healing to anyone affected by domestic or sexual violence through free, confidential, and accessible services across Berkshire County, with offices in Pittsfield, Great Barrington and North Adams. Services include a 24/7 hotline, emergency shelter, pet foster care, counseling, and advocacy, including legal support.

Honoring the legacy of Elizabeth Freeman and the struggles of those who came before—and with future generations in mind—the Elizabeth Freeman Center envisions a world free from domestic and sexual violence, where everyone can live safely with dignity and justice.

For more information about Elizabeth Freeman Center, please visit https://elizabethfreemancenter.org

About the Position

EFC is looking for a strategic, mission-driven Director of Development to lead and grow its fundraising efforts. This role is ideal for a hands-on development professional who is passionate about building meaningful donor relationships and strengthening the systems that support long-term growth.

The Director of Development (DOD) will oversee a diverse portfolio of donors across all giving levels, leading new prospect identification, cultivation, solicitation, and stewardship strategies while helping shape the organization's overall fundraising approach. Working closely with the Executive Director and Board of Directors, the DOD will also evaluate and enhance key systems, including CRM infrastructure, donor communications, and pipeline management.



As EFC celebrates its 50th anniversary, this role offers a unique opportunity to drive day-to-day fundraising while helping support the organization's future direction. The DOD will play a central role in increasing annual revenue, expanding and engaging the donor base, and positioning EFC for sustained impact in the years ahead.

Donor Engagement and Portfolio Management

- Manage and grow a portfolio of individual donors with tailored cultivation, solicitation, and stewardship strategies to build and sustain a major giving program
- Conduct regular donor meetings, calls, and solicitations; this is a frontline fundraising role
- Launch and grow planned and legacy giving initiatives

- Plan and execute donor engagement events, including cultivation events, donor receptions, etc.

Fundraising Strategy and Systems

- Partner with the Executive Director to design and implement a multi-year fundraising strategy aligned with EFC's strategic plan
- Strengthen development infrastructure, including CRM systems, stewardship workflows, and pipeline tracking
- Monitor and report on key metrics (revenue, donor retention, portfolio growth, activity)
- Identify and pursue new revenue opportunities across individual, corporate, and planned giving
- Support and help guide the Board of Directors in their donor engagement and solicitation efforts

Campaigns & Communications

- Lead EFC fundraising campaigns, annual appeals, and donor events with clear revenue and engagement goals
- Collaborate on compelling donor communications, proposals, and impact reports
- Translate EFC's mission and impact into meaningful opportunities for donor investment
- Support foundation grant efforts and relationships in collaboration with Executive Director



Qualifications

- 5+ years of nonprofit development experience with a strong track record in frontline fundraising
- Authentic ability to represent the work of EFC with donors and prospects
- Demonstrated success managing donor portfolios and securing gifts at the 5-figure+ level
- Experience building or improving fundraising systems (CRM, stewardship, pipeline management)
- Strong understanding of fundraising strategy, budgeting, and performance metrics
- Excellent organizational, project management, and communication skills
- Ability to translate data and trends into actionable fundraising strategies
- Experience working with boards, committees, and volunteers
- Familiarity with planned giving preferred; willingness to build expertise required
- Commitment to fostering a workplace culture that appreciates cultural difference, and is trauma-informed and social justice-centered

Location & Logistics

This full-time hybrid position is based in Pittsfield, MA and requires a minimum of 3 days in the office. Candidates must reside in or be willing to relocate to Western Massachusetts. Preference will be given to candidates with experience working with donors in the region.

Compensation

The salary range for this position is $100,000-$110,000 per year, commensurate with experience.

All qualified candidates will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, veteran status, or any other characteristic protected by law.

To express interest, please submit your cover letter and resume in confidence via our website.

For more information, please visit www.developmentguild.com.

Shamali Kuru
SENIOR CONSULTANT
Development Guild

About Development Guild

For 45 years, Development Guild has consulted to leaders across the nonprofit spectrum. We have successfully collaborated with more than 650 clients nationwide in the sectors of health & science, education, environment, the arts, and social justice. We are experts in executive search and fundraising and are at the forefront of delivering best practice in these services.

With each engagement, we work in teams tailored to a client's particular needs, providing sector-specific intelligence, cross-sector insight, and hands-on functional expertise. We combine our perspective on nonprofit leadership with our knowledge and experience in both fundraising and executive search. This distinct perspective enables us to deliver the most strategic and measurable impact.