



# Rescuing Leftover Cuisine

**Rescuing Leftover Cuisine, Inc.**  
25 Broadway, 11th Fl  
New York, NY 10004  
Tel: (646) 592-2229  
[info@rescuingleftovercuisine.org](mailto:info@rescuingleftovercuisine.org)  
[www.rescuingleftovercuisine.org](http://www.rescuingleftovercuisine.org)

## Development Director

### About RLC

The mission of Rescuing Leftover Cuisine (RLC) is to redistribute excess food to people experiencing food insecurity. RLC is a 501(c)(3) nonprofit food rescue organization that aims to make hunger a thing of the past by being the critical link between excess food and the people who need it most.

RLC uses a custom web application to crowdsource community members as rescuers to transport high-quality food from Food Donor partners to Nonprofit Recipients. RLC's technology platform provides an efficient, streamlined user experience for all participants, each of whom is equipped with an online account and dashboard to view real-time metrics, schedule and cancel food donations, and more, in our efforts to feed people instead of landfills. Since its inception in 2013, RLC has expanded to rescue over 12 million pounds of food, providing over 10 million meals to individuals and households experiencing food insecurity.

### The Position

RLC is looking for a Development Director to join its founder-led team and continue its impressive growth trajectory. This role is primarily focused on cultivating relationships with individual donors to secure financial support for the organization. Reporting to and supported by the Chief Executive Officer, the Development Director will be responsible for identifying new donor bases, prospecting, developing solicitation procedures, and soliciting donations from individuals and family offices. The Development Director is responsible for overseeing systems and processes related to all key aspects of Individual Giving. This is a senior management role with future line management responsibility.

### Responsibilities:

- **Prospecting and Research:** Identify and research potential individual donors with the capacity and interest to support the organization.
  - Utilize various tools such as LinkedIn, databases, and networks to compile a comprehensive list of prospective donors.
- **Cultivation:** Develop personalized cultivation plans for each prospect, outlining strategic steps to engage and build relationships leading to the solicitation.
- **Networking and Relationship Building:** Attend networking events, participate in forums, and leverage existing networks to connect with potential donors and expand the organization's reach.
- **Solicitation:** Actively engage in direct solicitations of major gifts from individual donors. Build and nurture relationships with high-net-worth donors to secure financial support.

- Assisting the CEO with Board and Volunteer Management
  - With an emphasis on making development activities user-friendly for board members, other lead development prospects/volunteers, and RLC's Corps members, including coaching with the solicitation process
  - Involving select Board members in drafting annual development plans

### **Minimum Qualifications**

The Development Director will bring, at a minimum:

- Bachelor's degree required.
- Three years of fundraising experience in the nonprofit sector, preferably one year of senior leadership experience.
  - Previous fundraising experience at a nonprofit with a budget between \$2 million and \$4 million is required.
- Proven track record of achieving financial goals and successful strategies.
  - Demonstrated success in achieving \$250,000 in new funding each year is required.
- Comfort with and ability to learn new technologies
- Knowledge or experience operating within Google Suite and Salesforce is preferred
- Ability to manage multiple objectives and priorities
- Strong verbal and written communication skills
- Motivation to work both independently and collaboratively
- Commitment to RLC's core values of integrity, honesty, fairness, openness, respect, and responsibility

### **Total Compensation**

RLC's compensation package for The Development Director comprises the following:

- Total compensation (Base Salary + Bonus): \$90K/year - \$110K/year depending on experience

Those interested in the position of Development Director can submit their resumes to Shilpi Tandon, HR Manager, at [shilpi@rescuingleftovercuisine.org](mailto:shilpi@rescuingleftovercuisine.org). Please use "Development Director" as the subject line of your email.