

WHCP-FM Development Director

Reports to:	General Manager
Status:	Full-Time
Classification:	Exempt
Location:	Mid-Shore, MD (Talbot/Dorchester Counties)

WHCP-FM Overview

WHCP-FM is a new independent, listener-supported community public radio station carrying NPR programming. Our broadcast license is held by 501(c) 3 Historic Oxford, Limited. WHCP-FM broadcasts at 14,000 watts on 91.7 MHz and is licensed to the Trappe, MD. We serve most of Talbot, all of Dorchester, and portions of Caroline, Wicomico and the coastal area of Southern Maryland along the Bay. WHCP-FM offers our listeners a variety of specialty shows featuring music you can't hear anywhere else, presented by deeply knowledgeable, passionate hosts plus NPR programs tailored for the Mid-Shore. Our weekday noontime news and public affairs program Mid-Shore Mid-Day covers the most interesting people and events throughout the region.

Position Summary

WHCP-FM is seeking a highly motivated Development Director who will manage and oversee all fundraising activities for station including recruiting new non-profit and business support, fundraising drives, and grants management. The Development Director will represent the station in the community and set the tone for the station's overall funding efforts.

This is a strong opportunity to build the future of an established low-power community radio station as it becomes the only local, full-service public radio station for the Mid-Shore region..

This is a high profile position with the director attending community and business events and working with General Manager, staff and volunteers on a daily basis to construct and implement station operating strategy.

Job Responsibilities:

- Seek financial underwriting support from local businesses and develop strategies for increasing underwriting revenues
- Develop fundraising strategies encompassing fund drives, underwriting and grant writing
- Complete and submit grant applications and research and identify new grant opportunities
- Manage grant audits and required reporting including Corporation for Public Broadcasting and other nonprofit funders.
- Manage all fundraising campaigns

- Actively represent WHCP-FM in the greater Mid-Shore region and beyond
- Meet with community groups regularly, identify new donor prospects and cultivate and maintain mutually beneficial relationships

Required Qualifications:

- Work with our staff, volunteers and interns to create and sustain a team atmosphere and good working chemistry
- A minimum of five years experience in the not for profit fundraising community
- Strong leadership and relationship-building, oral and written communication skills

Preferred Qualifications:

- Social Media and marketing experience
- Bachelor's Degree in marketing, broadcasting or other related degree

Compensation/Benefits:

- Salary Range: \$40,000 per year based on 20% commission on collected underwriting support. As a new station, compensation and benefits package will be staged to match the ramp up in revenue goals.
- Bonuses for meeting and exceeding fundraising and grant revenue goals

To Apply:

Send resume and letter to General Manager Mike Starling via mike@whcp.org

WHCP-FM provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, sexual orientation, disability or genetics. In addition to federal law requirements, WHCP-FM complies with applicable state and local laws governing nondiscrimination in employment in every location where the station has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.