

Community Development Specialist at Girl Scouts of Southern Arizona in Yuma, AZ

Job Id #5067615 on azjobconnection.gov

Full Time

Pay Rate: \$35,568.00 Annually

Job Description:

This position is responsible for identifying, developing and implementing effective recruiting strategies to increase awareness and participation in Girl Scouting through a variety of in person meetings, presentations and networking opportunities with community organizations, corporations, schools, educators, faith-based institutions and other community constituents. The Community Development Specialist is key to securing girl and adult volunteer participation and community partnerships through community cultivation, lead generation, and follow-up. Identify, develop and implement a comprehensive plan for girl and adult membership growth in targeted areas by researching market data, membership trends, and other pertinent information relevant to designated geographic areas

- Seek opportunities, cultivate and maintain relationships with community organizations, corporations, schools and educators, and faith-based institutions to increase awareness of and participation in Girl Scouting
- Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made in order to meet membership goal
- Prepare a variety of status reports, including activity, follow-up, and adherence to goals
- Utilize council customer relationship management system to support pursuance of leads throughout the recruitment process
- Follow up on new leads and referrals resulting from field activity in a timely fashion
- Assist with the implementation of a comprehensive plan to recruit and retain girl members based on the analysis of Council and community data
- Work with cross-functional team to determine or develop innovative techniques to ensure the effective delivery of recruitment strategies
- Interpret and promote Girl Scouting in the community to enhance the understanding and appreciation of Girl Scout program benefits, foster interest in volunteer service, increase visibility and support girl and adult members
- Ensure Girl Scouting is open to all girls and adults by delivering the Girl Scout message of pluralism and diversity that contributes to the cultural competence to all members of the Council

Job Requirements:

- Bachelor's degree or equivalent combinations of education, training, and/or experience that provide the required knowledge, skills and abilities to perform the responsibilities of the position
- Two years of sales or recruiting experience with a proven ability to meet/exceed goals
- Preference of experience with membership sales and/or volunteer recruitment
- Bilingual (English/Spanish) highly desirable

- Previous Girl Scout experience and knowledge preferred
- Previous work experience in a non-profit or youth services environment preferred

How to Apply:

E-mail resume to erelations@girlscoutsoaz.org

**Include position of interest in subject line.*