

Senior Director of Development

Organization Young Invincibles	Date July 2017
Position Title Senior Director of Development	Location Washington, DC

POSITION DESCRIPTION:

Young Invincibles (YI), a national organization dedicated to amplifying the voices of young adult in the political process, seeks a Senior Director of Development. The Senior Director of Development will be responsible for developing and implementing the development strategy for Young Invincibles to raise the organization’s nearly \$6 million budget, including foundation grants, large and small individual donors, and events. The Senior Director of Development reports to the Executive Director and will supervise two staff members. Over time, this person will have the opportunity to build YI’s development department in order to achieve the organization’s fundraising goals. The Senior Director of Development plays a key role as a part of YI’s overall management team, helping to guide the strategic vision and programs of the organization.

Principal Responsibilities:

Management (20%)

- Create and implement annual development plan and strategy in partnership with senior staff.
- Train and lead other staff to support YI fundraising efforts, including working with other members of YI’s senior staff that have fundraising responsibilities.
- Supervise YI’s development department.
- Serve as a member of YI’s management team.

Development and Fundraising (80%)

- Lead and manage YI’s overall development efforts to meet fundraising targets.
- Oversee the foundation grant proposal and reporting process, including working with staff across the organization in writing and editing grant proposals and reports to foundation, government, and corporate foundation funders.
- Cultivate relationships with a diverse range of current and potential foundations and individuals.
- Develop and grow YI’s individual donor base; manage annual giving campaign; cultivate major gifts.
- Secure funds for regional offices and program-specific initiatives, working with program teams to identify and cultivate funding opportunities for new and existing programs.

Qualifications:

- Development/Fundraising: Proven success and demonstrated experience (at least 7-10 years) in development, particularly at an advocacy-focused organization and with philanthropic foundations.
- Project Leadership: Experience in planning, leading, and managing development projects, including coordinating with peers to achieve desired outcomes, and tracking and reporting on progress to senior managers/board of directors/funders.
- Entrepreneurial Spirit: Takes initiative and actively seeks to deepen current donor relationships and to forge new ones.
- Writing and Communications: Highly skilled in creating powerful, compelling written and oral communications for a diverse range of funders. Ability to convey complex ideas through brief, simple materials. Experience and credibility when presenting materials to external audiences.
- Relationship Building: Skilled at establishing and cultivating strong relationships with peers, across different levels of the organization and externally.

Benefits:

Comprehensive benefits package, including medical, dental, & vision coverage, company funded HRA plan; 401K retirement, life insurance, generous vacation, etc.

How to Apply:

To apply, please send a resume and cover letter to Aylia Naqvi a resumes@younginvincibles.org and write "Senior Director of Development" in the subject of email.

About Young Invincibles:

Young Invincibles ("YI") is a non-profit working to expand opportunity for young Americans ages 18 to 34 and amplify the voice of our generation in the national political conversation. Founded by and for young adults in the summer of 2009 during the debate over health care reform, YI has quickly grown into a leading voice for young people on the issues health care, higher education and employment. The organization has achieved major successes in areas ranging from the regulation of college health plans to Pell grants, and has successfully engaged hundreds of thousands of young adults online, through a network of over 100 partner organizations.

Young Invincibles is an equal employment opportunity employer and strongly encourages diverse candidates to apply. Young Invincibles does not discriminate on the basis of race, color, religious creed, sex (including pregnancy), gender, national origin, ancestry, citizenship, age, medical condition including genetic characteristics, mental or physical disability, veteran status, marital status, sexual orientation, gender identity, (including transgender status), weight, height, linguistic characteristics (such as accent and limited English proficiency, where not substantially job-related), citizenship status, or any other basis prohibited by law.