

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

POSITION DESCRIPTION:

Young Invincibles (YI), a national organization dedicated to amplifying the voices of young adults in the political process, seeks a Senior Director of Development. The Senior Director of Development will be responsible for spearheading and implementing the development strategy for Young Invincibles to raise the organization’s nearly \$6 million budget, largely focused on foundation grants currently -- with a smaller emphasis on large and small individual donors -- as well as events. The Senior Director of Development reports to the Executive Director and will supervise at least 1 staff member. 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 critical role as a part of YI’s overall management team, helping to guide the strategic vision and programs of the organization.

Principal Responsibilities:

Development and Fundraising (80%)

- Lead and manage YI’s overall development efforts to set and 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.
- Provide direction on fundraising strategy for regional offices and work closely with program teams to identify and cultivate funding opportunities for new and existing programs.

Management (20%)

- Create and implement annual development strategy and plan 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.

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- Serve as a member of YI's management team.

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.
- **Prioritizes Diversity, Equity, and Inclusion:** Experience securing grants that prioritize the needs of low-income communities and communities of color.

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 at resumes@younginvincibles.org and write "Senior Director of Development" in the subject of email.

About Young Invincibles:

Young Invincibles was founded by a group of students in the summer of 2009, motivated by the recognition that young people's voices were not being heard in the debate over health care reform. We began providing the facts about barriers young adults face in affording quality health insurance and by asking our peers to share their stories. In the years since, YI has expanded from a group run out of a school cafeteria to a national organization with offices across the country.

We take on issues related to health care, higher education, workforce, and financial security. We are committed to expanding economic opportunity for young adults ages 18 to 34 and making sure that our perspective is heard wherever decisions about our collective future are being made. We do this through building a community of young leaders to take action for social change, sharing the stories of young adults, cutting-edge policy research and analysis, providing tools for our generation to make smart economic choices, and mission-driven social enterprise ventures. So far, we have educated tens of thousands of young adults about their financial options and achieved numerous policy victories along the way. These include implementing

strong consumer protections for health insurance plans for millions of college students and protecting funding for the federal Pell grant program. Our regional offices from California to New York have increased grant aid for low-income college students, expanded funding for community colleges, and ensured undocumented students can access in-state tuition.

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.