

# MANAGING DIRECTOR, NATIONAL DEVELOPMENT



LOCATION: CALIFORNIA OR TEXAS PREFERRED

SALARY RANGE: \$110,000 - \$150,000

## THE ROLE IN A SENTENCE

Reporting to the Chief Development Officer, the Managing Director of National Development will lead a diverse revenue portfolio at the national level and advise regional development strategy.

## ROLE OVERVIEW

### PORTFOLIO AND RELATIONSHIP MANAGEMENT

- Activate networks and build relationships with stakeholders to drive revenue growth of \$1M to \$3M in revenue across the organization
- Design and lead a personal portfolio of 20 new funders in 2023 with a goal of increasing to 50 qualified prospects by 2024
- Partner with Chief Development Officer and regional leaders as one of three primary external fundraisers for donors primarily based in California and Texas
- Lead and manage State of Latino Education event sponsorship by working in close collaboration with the development and marketing & communications teams
- Partner with Development team to lead or co-lead funder briefings, gatherings, and other funder convening events

### DEVELOPMENT SYSTEMS & OPERATIONS

- Serve as a thought partner to the Chief Development Officer on org-wide fundraising strategy and operations
- Lead portfolio grants strategy work in collaboration with the Managing Director of National Development
- Oversee the docket of grants' deliverables and work with Manager of Development Operations & Analytics to manage the assignment process across the organization
- Partner with contracted grant writer and Manager of Development Operations & Analytics to execute all writing relating to grant deliverables, including acting as the lead writer for certain proposals and reports
- Collaborate closely with the Manager of Development Operations & Analytics and the Finance team to produce adequate documentation and attachments for grants
- Work with senior leadership and marketing team to create funding collateral (annual report, funding decks, etc.)
- Ensure proper tracking in Salesforce pertaining to personal portfolio management and leadership portfolios

### GENERAL MANAGEMENT

- Participate in team meetings and collaborate with teammates vertically and horizontally as needed
- Help build organizational culture and embody Latinos for Education core values

## OUR ORGANIZATION

**Mission:** Develop, place and connect essential Latino leadership in the education sector, while mobilizing Latino voices to promote practices and policies that remove barriers to equitable educational opportunity.

### Core Values:

- Lead From Our Identity
- Work Con Ganas
- Agitate When Necessary
- Bridge Across Cultures
- Rise As A Collective

### Fast Facts:

- Founded in Boston in 2016, Launched in Houston in 2019
- Organization budget of \$8M
- 29 team members across the country
- Benefits: 401k match, flexible PTO, 12 weeks of paid parental leave, health/dental/vision/life insurance, competitive compensation

## OUR PERSON

### Required:

- Demonstrated commitment to our mission and vision
- A minimum of 12 years of professional experience
- A minimum of 5-7 years of fundraising and/or development experience
- Proven knowledge of the national education funding ecosystem
- Ability to travel up to 10% depending on location

### Preferred:

- 5+ years fundraising for education non-profits
- Relationships with national education funders
- Experience with Salesforce for relationship management
- Excellent written and oral communication skills

Interested in joining our team? [APPLY HERE](#)

