

MANAGING DIRECTOR, NATIONAL DEVELOPMENT



LOCATION: FLEXIBLE (NEW ENGLAND, HOUSTON, OR BAY AREA PREFERRED)

SALARY: \$110,000-\$140,000

THE ROLE IN A SENTENCE

Reporting to the Chief Development Officer (CDO), the Managing Director, National Development will lead the strategy for and grow a portfolio of diversified funding streams to support revenue growth across our National and Regional teams.

ROLE OVERVIEW

Fundraising (40%)

- Activate networks and build relationships with stakeholders to drive revenue growth across the organization
- Design and lead personal portfolio of 20 new funders in 2022, with a goal of increasing to 40 by 2023, translating to a growth of \$2M to \$3M in revenue respectively
- Lead and manage State of Latino Education event sponsorship revenue by working in close collaboration with CDO and regional Executive Directors
- Developing a strategy to partner with additional corporate and individual partnerships
- Serve as a thought partner to the CDO on org-wide fundraising strategy and operations
- Collaborate closely with the Manager of Development Operations & Analytics to ensure proper tracking of development Salesforce records

Grants Management (30%)

- Lead grants management and strategy work including direct supervision of a skilled contract grant writer
- Lead all institutional opportunities and strategy development in collaboration with the relationship owner
- Oversee the docket of grants' deliverables and manage the assignment process across the organization
- Supervise contracted grant writer to execute all writing relating to grant deliverables, including acting as the lead writer for certain proposals & reports
- Collaborate closely with the Manager of Development Operations & Analytics to produce adequate documentation and attachments for grants

Event Management (20%)

- Lead on vision and execution of the State of Latino Education Equity Champions Convening; work closely with CDO to ensure event generates approximately \$500K in event sponsorships
- Lead the external event planning team to ensure proper event management, planning, execution, and follow-up
- Work closely with Leadership Team to develop program for the event, including line up of speakers and possible activities

General Management (10%)

- Participate in team meetings, retreats, and learning opportunities
- Help build a positive 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 \$6M
- 21 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:

- Steadfast belief in our mission and vision
- 12+ years of professional experience and 5+ years development experience with increasing levels of responsibility
- Proven ability to raise \$2.5M annually through a diversified portfolio
- Experience in event management and moves management practices to deepen relationships
- Detail-oriented project management skills
- Adaptable team-player willing to build in a start-up environment

Preferred:

- Experience working for an education nonprofit, school district, or school
- Experience in building major gifts programs

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

