



Position: Development Director
FLSA Status: Exempt
Responsible to: President and CEO

We are change agents, unleashing the strengths of individuals, teams and organizations to be at their very best every day. Our team of experts create programs and services for partners around the world that consistently deliver increased engagement, performance and learning.

SUMMARY:

As the Development Director, you work very closely with the CEO to create an innovative development strategy and enjoy collaborating with colleagues across the organization to execute on that strategy. You have an established track record of success in development and possess exceptional capacity to build relationships, form partnerships, and develop effective systems for continuous improvement and growth within the development function. Known for your ability to see the big picture and to think divergently, you are also adept at attending to details. You are a hands-on leader who thrives in a fast-paced environment characterized by excellence, inclusion and belonging.

KEY RESPONSIBILITIES:

- Lead the conceptualization and implementation of the development strategy for the organization that includes, but is not limited to, a large sustained base of corporate and foundation partners and individual donors.
- Think entrepreneurially to identify and implement innovative approaches to fundraising, including events and other unique opportunities.
- Identify national opportunities for partnerships and RFPs relevant to program areas and establish an annual response calendar.
- Work closely with the CEO, and as appropriate, engage Board Members and staff for successful development strategy execution.
- Ensure efficient, cohesive, communication across the organization regarding development activities, installing appropriate systems as required that track communications, proposals and reports for all foundation and corporate fundraising.
- Seek to continuously improve the organization by identifying and implementing best practices and improving internal systems with an eye toward future needs and budget realities.

IDEAL QUALIFICATIONS AND REQUIREMENTS:

- A Bachelor's degree with a minimum of 5 years or more in development leadership.
- Clear evidence of successful fund raising with corporations, foundations and individual donors.
- Experience implementing CRM systems and processes.
- Robust network of relationships with the local business and philanthropic community.
- Knowledge of national funding opportunities relevant to program areas.
- Familiarity with CRM and other office software applications.
- Capacity to lead positively and productively at the strategic and tactical level with a solutions orientation and skills to manage competing demands.
- Evidence of divergent thinking to create innovative solutions.
- Team player who genuinely values working with colleagues and embodies our organizational values and has a commitment to our organizational purpose.
- Experience in diverse, inclusive organizations that live the highest standards for equity.
- Flexibility, perseverance and a sense of humor under pressure are a significant plus!

Here's a little bit more about who we are and what we value:

Much has changed since the Academy sprung to life in 1992. Growing from an innovative, local, public-private partnership with a mission to create world-class professional learning, MA now reaches across the U.S. and around the world. Our partnerships have taken us to China, New Zealand, Mexico, Canada, United Arab Emirates, Sweden and Australia and our work has been featured in numerous publications including *EdWeek*, *Live Happy*, and *US News and World Report*. But...no matter where we are working or who we are talking to some things never change. It will always be true that:

- we are driven
- we are grounded in science
- we are uncommon
- we are system activators
- we make a difference

Our Core Purpose

We create extraordinary strengths-based learning experiences that boost engagement, learning, and performance and ultimately transform cultures.

Our Vision

We envision schools, organizations and neighborhoods as thriving ecosystems where everyone expresses the best within themselves as part of our shared humanity.

Our Values:

**Learn
Everyday**

Question. Grow. Invent.

**Go Further
Together**

Celebrate others. Pay it forward. Together change the world.

**Spread
Joy**

Find your passion and share it. Laugh, it is a good thing.

**Lead Through
Service**

Take initiative. Activate others' strengths. See the impact.

**Wow
Every Time**

Every moment. Every act. At our best.

To Apply:

Applications including a cover letter describing your interest and qualifications, your resume, and where you learned of the position should be sent to: info@mayersonacademy.org. In order to expedite the internal sorting and reviewing process, please include your name (Last, First) as the only contents in the subject line of your email.

We have a steadfast commitment to diversity in our organization. We strive to create an organizational culture characterized by inclusion and belonging and to exhibit equity in all we do. We are especially interested in candidates who can contribute to our organization's diversity and who reflect the fullness of society.

Due to the pace of this search, applications are encouraged to apply as soon as possible. There will be a rolling interview schedule set to begin the first week in January 2021.