



Technology Access Foundation Job Announcement

Position: Development Director

Posting Date: December 23, 2009

Closing Date: When filled

The Opportunity:

The Technology Access Foundation (TAF), a leading nonprofit in science, technology, engineering and math education for underserved students of color, is on two very important journeys that require an experienced Development Director to fuel the effort: Public education reform to improve opportunities for students of color, and a \$11MM capital campaign to build a community learning space that will be a hub of education innovation.

With the leadership and guidance of the Executive Director, the Development Director will direct the coordination and implementation of the contributed income programs of TAF

The Development Director builds and manages a results-oriented, effective funds development infrastructure to support all fundraising and stewardship activities of TAF, particularly in the pursuit of major gifts. The Development Director will have the opportunity to expand TAF's annual fundraising capacity (from \$2.4MM to \$7MM over 10 years) to support existing and future programs and build unrestricted reserves to ensure TAF's stability and flexibility into the future. The Development Director provides leadership in managing a team and expanding it over the next few years to accommodate organizational growth.

We need your energy and experience to make an immediate impact. Are you ready for the challenge? Apply today!

Responsibilities: Specific responsibilities include, but are not limited to:

- Creation and implementation of annual fundraising plans with benchmarks for measuring performance
- Working with marketing consultants to create high quality, information collateral to support fundraising efforts.
- Understanding and interpreting for private contributors, a range of giving opportunities consistent with TAF's priorities and strategic directions, especially those opportunities that result in major and endowed gifts.
- Leading and supporting volunteers, Board of Directors, and staff involved in the solicitation process with reliable donor research, solicitation materials, coaching, and follow-up.
- Managing stewardship priorities including donor acknowledgement and recognition, annual reports, and informing donors of the impact of their gifts.
- Managing the Development staff and devising a strategy for departmental growth.



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Skills and Experience Required: The successful candidate should possess the following skills and experience:

- Strong analytical, technical, writing, and verbal skills
- Exceptional interpersonal and communication skills including written and verbal
- Must be able to engage and communicate with a diverse group.
- Must have strong relationship building skills
- Proven ability to strategize and complete multiple tasks in a timely and efficient manner
- Ability to work well with limited supervision; independent problem-solving skills to handle multiple tasks and to prioritize appropriately
- Commitment to the mission of TAF
- Minimum of 4-5 years of demonstrated successful, progressively increasing achievement in fund raising, as well as team leadership, management, and direct experience in significant major gifts campaign execution at a senior level.
- Experience raising annual budgets over \$3M
- Direct experience launching capital campaigns and taking them through all stages of fundraising.
- Personal energy, enthusiasm, and drive to continually surpass goals and create opportunities.
- Demonstrated intellectual depth, maturity, wisdom, and mentoring skills to lead the growth of the Development Team.
- Bachelor's degree is required; a master's degree, professional certification, and/or continuing education coursework in fund development are strong pluses.
- Knowledge of the local philanthropic community and the high tech community is desirable.

Compensation: Very competitive salary, healthcare, vacation, annual raises.

Reports to: Executive Director

How to Apply: Send resume, by mail, fax or email.

NO PHONE CALLS PLEASE.

Jobs

Technology Access Foundation

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