

Job Description: Director of Advancement

Full-Time preferred, open to part time.

Location: Remote or hybrid.

The Organization

Strategies for Children (SFC) works to ensure that Massachusetts invests the resources needed for all children, from birth to age five, to access high-quality early education programs that prepare them for success in school and life. To achieve our vision, we leverage our core strengths in policy development and monitoring, constituency building and partnerships, research, advocacy, communications, and practice. We recently adopted a new four-year strategic plan to sharpen our focus for greater impact. SFC is recruiting individuals who want to join us in this mission and share a commitment to advancing Massachusetts' early learning systems. For more information, visit www.strategiesforchildren.org

Position Overview

The Director of Advancement will guide the development and execution of SFC's four-year fundraising strategy to build capacity and meet annual operating revenue targets. We seek an innovative thinker, effective communicator, and passionate advocate to join our team. The ideal candidate will advance SFC's financial and strategic position to sustain our organization in the short- and long-term.

Job Responsibilities

- Develop multi-year fundraising strategy with support from Executive Director and Board of Directors. Target individual donors, corporate donors, and foundations to secure revenue needed to grow and sustain SFC's organizational capacity.
- Execute fundraising strategy with ongoing support from Executive Director to advance SFC's advocacy, policy, research, communications, convening, and stakeholder engagement goals.
- Work in partnership with Executive Director to engage, cultivate, and steward existing, new, and prospective donors. Maintain a focus on gratitude, developing lasting relationships, attracting new donors, and re-engaging lapsed donors.
- Understand complexity within the ever-changing fields of philanthropy, nonprofits, early childhood, and public policy.
- Build and maintain effective relationships with Massachusetts' philanthropic community.
- Prepare and submit inquiries, application, proposals, and reports for funding in collaboration with Deputy Director.
- Draft external communications as needed.
- Develop and execute email and social media fundraising campaigns in coordination with Director of Communication.
- Plan and oversee the coordination of fundraising special events as needed.
- Coordinate with Director of Communication to develop and implement communications strategies that effectively communicate SFC's impact and increase the organization's visibility.
- Other duties as assigned.

Required Qualifications

- Bachelor's degree required, advanced degree in a relevant field preferred.
- A proven track record (8+ years) of successful fundraising experience, preferably with exposure to nonprofit fundraising, and knowledge of the social, political, and nonprofit landscape of Massachusetts.
- Has a network of fundraising professionals in Massachusetts, preferred. This should span multiple geographic regions (i.e., Greater Boston, Central MA, Western MA, Cape and Islands).
- Passionate about early childhood education and care and SFC's mission.
- Dedication to racial equity, including an understanding of the concepts of institutional and structural racism and bias and their impact on underserved and underrepresented communities.
- Strong oral and written communication skills; demonstrated ability to articulate sophisticated ideas, thoughts, and concepts clearly and optimally among external partners and key stakeholders.
- Analytical, strong problem-solving, time management, project management, and interpersonal skills, with attention to detail.
- Can effectively use computer programs including donor software.

Salary Range: \$95,000-120,000 (for full-time position)

This position reports to the Executive Director. Salary commensurate with experience along with competitive benefits package including health and dental insurance (at 30 or more hours per week), vacation and sick time, and 401K.

In early education and care advocacy, representation matters. The field is 92% female and 32% people of color. Strategies for Children is committed to building a dynamic organization at all levels (interns, contractors, staff, and board) that represents the diversity of the early education and care field. We are committed to equity and creating an inclusive environment for all staff.

Application

Applicants are encouraged to send a resume, cover letter, and a list of two references to **Titus DosRemedios** at tdosremedios@strategiesforchildren.org by January 28, 2022. Please include "Director of Advancement" in the subject line. **Applications will be reviewed on a rolling basis and accepted until the position is filled.**