



Job Title: Senior Director, Development
Department: Development
Location: Remote
Type of Position: Exempt
Reports to: Executive Director
Effective Date: February 17, 2023

About CSforALL:

CSforALL's mission is to make high-quality computer science an integral part of the educational experience of all K-12 students and teachers and to support student pathways to college and career success.

CSforALL serves as the national hub for the K-12 computer science education movement. We convene and sustain networks to support the national landscape of school districts, nonprofits, for-profits, and government agencies that share the goal of rigorous, inclusive and sustainable CS education in the U.S.

Job Summary:

CSforALL is seeking a Senior Director, Development to join our growing team in securing grants from federal and private sources as well as sponsorships from corporate and private sources for an annual summit while supporting the organization's continued growth and program success. As a member of senior leadership, this individual will design and execute a development plan to meet the organization's \$5M budget. The Senior Director, Development would be responsible for all private and corporate donors, and lead grant-writing in collaboration with the program teams as well as managing all donor relationships, and identify new opportunities for programmatic and operational support based on the new strategic plan.

Supervisory Responsibilities:

- Manage Director of Donor Engagement
- Grow department size to effectively increase fundraising growth
- Work with the Sr. Director of Operations to ensure adherence to budget and fiscal planning
- Maintain fundraising infrastructure, including but not limited to donor database, gift record-keeping, reporting (donors and board) and research activities
- Develop and maintain a robust development pipeline toward targeted entities to continuously support the organization
- Direct and manage development events, and collaborate with the Events Manager for execution, in order to engage place based donors and expand CSforALL's donor network
- Develop, maintain and collaborate with communications team for development collateral, including but not limited to case statement, pitch decks and annual report

Duties/Responsibilities:

- Supervise strategically-aligned fundraising campaigns and events, including but not limited to the CSforALL Summit. Identify, execute and oversee all grant submissions for private and corporate donors, both new and continuing
- Manage all donor reporting in coordination with program teams; Research, identify and submit proposals for new grant opportunities.
- Collaborate with program team and leadership to identify and secure grants and individual giving for continued growth and improvement of strategy-aligned programs in support of a \$2.3M annual development goal
- Execute sponsorship campaign for the CSforALL Summit with an annual goal of \$400,000
- Target and expand ongoing, current donor cultivation, solicitation, and relations of \$50K+ donors
- Establish a corporate partnership program to identify opportunities for corporate employee engagement and CSR partnerships with programs at CSforALL

Required Skills/Abilities:

- Ability to work effectively with leadership team to develop long term strategic relationships
- Strategic leader and decision maker who takes initiative
- Ability to present complex information to key partners
- Passion for equity and education for youth
- Team player with excellent work ethic who is tech and social media savvy
- Creative, organized and detail oriented individual with excellent verbal and written communication skills
- Comfortable with remote working environments and tools including project management software, virtual meetings, and collaborative document editing

Education and Experience:

- Bachelor's degree required, Master's degree *preferred*
- CFRE certification *preferred*
- 12+ years relevant work experience, including but not limited to: comfort working with internal and external senior decision makers, board members, donor stewardship and successful fundraising outcomes

Physical Requirements:

- Travel up to 25%
- Ability to work flexible hours on occasion
- Lives in MST/PST *preferred*

Salary Range:

\$135,000 - 150,000/year

Send resume w/ any additional documents to: recruiting@csforall.org

At CSforALL, we value a diverse and inclusive workforce. We provide equal employment opportunity for all applicants and employees for employment and prohibit discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.