



11 EAST LOOP ROAD, 6TH FL
NEW YORK, NY 10044
[@CSforALL](#) / www.csforall.org

Position: Director of Development
Organization: CSforALL
Location: New York, NY
Date: February 1, 2021

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.

The organization employs the following strategies for achieving this mission:

- Supporting Local Change — helping education systems at the local and regional level develop strategic plans to serve all students
- Increasing Rigor and Equity — building the knowledge base and connecting research to practice
- Growing the Movement — serving as a “front door” for newcomers and supporting a national network of all participants

Your Impact

CSforALL is seeking a Development Director to join our growing team to support the organization's continued growth and program success. This new position will work closely with senior leadership to assist in the design and execution of a development plan to meet the organization's 3M budget. The organization has just completed strategic planning that has resulted in clear programmatic and fundraising goals. This position would be responsible for all private and corporate donors, and support federal grant-writing in collaboration with the program teams.

Position Description

The CSforALL team has proven success in securing grants from federal and private sources as well as sponsorships from corporate and private sources for an annual summit. The Development Director will manage all donor relationships, and identify new opportunities for

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programmatic and operational support based on the new strategic plan. The Development Director will report directly to the Executive Director and work closely with the program and partnerships, and operations staff.

Responsibilities:

Fundraising Responsibilities

- Plan and evaluate strategically-aligned fundraising campaigns and events, including but not limited to the CSforALL SummitWork effectively with leadership team to develop long term strategic relationships
- 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.
- Identify and secure donors for launch of new strategy-aligned programs with a financial goal of \$500,000.
- Collaborate with program teams and leadership to help prepare and submit grant proposals to federal sources.
- Execute sponsorship campaign for the CSforALL Summit with an annual goal of \$400,000.
- Target and expand ongoing, current donor cultivation, solicitation, and relations.
- Establish a corporate partnership program.
- Develop and maintain development collateral, including but not limited to case statement, pitch decks and annual report.

Operational Responsibilities

- 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
- Work with the Sr. Director of Operations to ensure adherence to budget and fiscal planning
- Other duties may be assigned

Qualifications

- Dedicated and dynamic professional who takes initiative
- Passion for equity and education for youth
- Team player with excellent work ethic
- Tech and social media savvy
- Creative, organized and detail oriented

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- Minimum 10 years relevant work experience including comfort working with senior decision makers, donor stewardship and successful fundraising outcomes
- Comfortable with remote working environments and tools including project management software, virtual meetings, and collaborative document editing
- Excellent oral and written communication skills

Posting Date: 2/1/2021

To apply: Send the following to recruiting@csforall.org:

- Subject line: Director of Development [YOUR NAME]
- Attach: cover letter and resume / CV

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