

Director of Development

Full-Time, Based in New Orleans, LA. Travel may be required.

ABOUT THE ROLE

The Director of Development is a key member of our executive team. They develop and lead our state-by-state expansion strategy, driving our growth from 3 states in 2020 to 6 in 2021 and 8 in 2022. Possessing a deep and broad network from the jump, the Director will generate buy-in and investment for our successful launch in new states. They will also lead our fundraising efforts and spearhead strategy for long-term sustainability. Through creative communications and marketing leadership, they will grow awareness and recognition of TrueSchool nationally. They will generate momentum for TrueSchool at a key moment in time for scale AND enhance the recognition of the amazing community of 2000+ educators we serve across the United States and their powerful work on behalf of students.

WHAT YOU WILL GAIN

- Join a talented, mission-driven team focused on achieving results and effecting big, bold change in education
- Learn and grow within an organization dedicated to coaching, feedback, learning, and continuous improvement
- Engage in deep work with dynamic schools AND systems-level impact with district, state, and national partners
- Connect with a powerful network of education organizations, entrepreneurs, and partners
- Think strategically about organizational impact, sustainability and scale; be part of social entrepreneurship in action
- Work with some of the most creative, visionary, and ambitious educators in the country

KEY AREAS OF RESPONSIBILITY

Marketing + Brand Management

- Spearhead strategy and approaches to building national brand recognition
- Hone core messaging and develop key organizational collateral
- Develop and execute a strategic communications plan, including regular communications with and activation of TrueSchool alumni and other key champions
- Oversee our website and social media
- Position TrueSchool as a thought leader in the field
- Grow our local, state-wide, and national audiences to see the work and results of TrueSchool Fellows

Expansion

- Research, analyze, and map ecosystems of organizations in new/prospective states and where we fit
- Develop strong connections with key influencers and community supporters in current and new states
- Lead all marketing and outreach to districts and schools to apply for our program
- Research and determine our criteria for new state selection and prioritize promising states
- Strategically design our learning visits, launch, and entry in new states
- Ensure contacts and engagement with all stakeholders is tracked in TrueSchool systems
- From a blank slate, conceptualize TrueSchool's first national convening in 2020

Fundraising

- Create and lead creative annual fundraising campaigns
- Research and prioritize prospective funders and grant/RFP opportunities
- Prepare proposals, customized decks, RFP responses, applications or any necessary fundraising materials
- Generate leads through networking, relationship-building, and referrals
- Lead outreach to and cultivation of prospective funders; ideally, take them all the way through the pipeline to signed agreement (ED provides support as needed)
- Ensure funder engagement is tracked and follow up is timely
- Manage stewardship of current funders

IDEAL QUALIFICATIONS

- 8+ years of work experience
- Possesses a broad and deep network in education and philanthropy
- Prior experience fundraising and securing significant funds from national and local funders alike
- Prior experience managing a highly effective and outcomes-oriented team
- Bachelor's degree required, master's preferred

COMPENSATION

\$68,000-\$75,000 annual salary with up to 10% annual bonus based on overall organizational performance and meeting or exceeding individual performance goals.

SELECTION TIMELINE + START DATE

We anticipate interviews beginning in October 2019 and selection by early December 2019. Anticipated full-time start date is January 2020. As part of onboarding, attendance is also required at our Strategic Retreat in mid-December 2019.

HOW TO APPLY

To apply, email your cover letter + resume as a single PDF to opportunities@trueschool.org. In the email subject line, please write “[Your Full Name]: [Name of Role].” Applications will not be considered without a cover letter.

POSTING CLOSE DATE

November 15, 2019. Applications are being reviewed on a rolling basis. If you’re interested, we encourage you to apply now.

ABOUT TRUESCHOOL *Activating educators to transform learning*

We believe in the tremendous potential of the people in the building. As those closest to communities, they are best positioned to lead enduring change and improve outcomes for students. **We develop and invest in educators leading innovative approaches to school improvement. Through our facilitated year-long program and expert coaching, ideas become impact, leaders develop, and communities connect. What results is a portfolio of real-world, educator-led innovations in schools across the country.**

Over the last 5 years, we’ve worked with over 2,000 educators in 142 schools in 9 states, impacting 100,000+ students. **We are building a national network of educators equipped to redefine the status quo of the student experience and transform learning at scale. Together, we are building “true” or fully realized schools: equitable places of limitless potential for learners.** For more information about our work, please visit www.trueschool.org.

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