



**Position:** Chief Development Officer  
**Reports to:** Chief Executive Officer  
**Organization:** After-School All-Stars  
**Location:** Los Angeles, CA

### **Organization Background:**

After-School All-Stars (ASAS) provides free, high-quality after-school programs to low-income youth across the country. Now reaching over 72,000 students on over 300 school sites, in 19 chapters around the country, ASAS is raising the bar and helping students succeed in school and in life. Our goals for our All-Stars are the same we have for our own children: to be healthy and active, to graduate high school and go on to college, to find a job that they love and to give back to their communities. We achieve this by identifying and fueling our students' individual passions, tying their interests to tailored academic support, enrichment and health and fitness programming. ASAS gives its students a safe-haven during the "danger zone" hours of 3pm-6pm—the time of day when youth violence, drug use and other delinquent behaviors are most likely to occur.

### **A Unique Opportunity:**

ASAS is seeking a Chief Development Officer (CDO) to join our Executive Leadership Team along with the CEO, COO, CMO and Network President. As a key member of the five-person executive team, the CDO will play an integral part in the strategic direction of the organization during an exciting time in our 25-year history. ASAS is a fast-growing organization, having launched seven new chapters across the country and increased revenue from \$4 million to \$16 million in the last four years.

The CDO will lead a high performing Development Department, which includes two VPs of Development, a grants management team, and three Regional Development Directors. The scope of work will include leading the department to successfully achieving the national network's development goals.

Responsibilities include:

- Work with the Board of Directors and CEO to fine tune the development strategies in alignment with the mission and vision of ASAS.
- Lead the development team to expand the current portfolio of foundations, corporate partners and government grants
- Build an individual giving program with an emphasis on a major gifts pipeline
- Personally identify, cultivate, and solicit a portfolio of donors
- Collaborate with Executive Directors and Regional Directors to mentor and inspire a positive development culture and an effective use of systems to maximize accountability and success

### **Who should apply?**

The CDO should embody ASAS's core values: accountable, collaborative, transparent, proactive, and entrepreneurial, and demonstrate a commitment to the mission of helping kids succeed in school and in life. The ideal candidate will also possess:

- A proven track record of raising significant support and at least 10 years of previous fund-raising experience, including annual giving, major gifts, planned giving, grants, special events, and capital campaigns
- Strong leadership and management skills, including the proven ability to create and execute plans, set and reach goals, and develop staff into a high functioning team
- Ability to passionately communicate ASAS's mission, accomplishments and benefits of its work
- Excellent interpersonal skills to establish and maintain rapport with donors and prospects as well as the Board and staff.
- Ability to lead and articulate a vision as well as collaborate as a member of the Executive Team
- *Some travel within the U.S. is required.*

### **Salary and Benefits:**

The salary for this position is commensurate with qualifications and experience of the individual candidate. ASAS offers a competitive benefits package, including medical, dental, vision, 18 days of paid time off, and 15 paid holidays.

### **How to apply:**

Please submit a resume and cover letter in PDF format via e-mail to: [asasjobs@afterschoolallstars.org](mailto:asasjobs@afterschoolallstars.org). Please put "CDO" and your last name in the subject heading.

To learn more about ASAS, please visit our website:  
[www.afterschoolallstars.org](http://www.afterschoolallstars.org)