



Position: Regional Director of Development

Organization: After-School All-Stars

Location: Flexible, must be based in Los Angeles, CA or the San Francisco Bay Area

Organization Background:

Founded in 1992, [After-School All-Stars](http://www.afterschoolallstars.org) provides free, daily afterschool programs to over 70,000 youth in over 300 school sites in 19 chapters across the U.S. Our vision is for our All Stars to be safe and healthy, to graduate high school and go on to college, to find a career they love, and to give back to their communities.

A Unique Opportunity:

ASAS seeks an experienced fundraiser to serve as the Regional Director of Development (RDD) for the West Region. The RDD's primary responsibilities will involve working closely with the Regional Executive Director for the assigned region to grow the donor base and meet assigned revenue goals for the region and for national. The RDD will lead management and implementation of fund development strategies, maintain a portfolio of donors and prospects, and personally make solicitations for the assigned region. This is a highly visible, external facing role. The West Region includes the San Francisco Bay Area, Los Angeles, Puget Sound, Hawaii, and Las Vegas.

Specific Responsibilities:

- Work with the Regional Executive Director and Executive Directors to strategize, plan, solicit, and cultivate major sponsors and donors.
- Develop and lead a comprehensive multi-year development strategy that both complements and supports the chapters' fundraising efforts and strategy.
- Raise funds from individuals, corporations, foundations and government agencies in order to grow annual revenues in the short term and diversify the funding base for the long-term sustainability of the organization.
- For ASAS events, create sponsorship packages and define benefit levels in order to maximize event revenue.
- Prepare and distribute, as appropriate, all needed materials for soliciting sponsors.
- Research and write or supervise the preparation of proposals.
- Maintain relationships over time, including regular communication with all key partners and work with the national programs and marketing teams and local leadership in each market, to ensure that all sponsorship agreements are fulfilled.
- Manage and expand funding partnerships with current foundation and corporate supporters.
- Develop strategies and plans for cultivation and solicitation meetings with donors.
- Provide development support for each local Executive Director and their fundraising staff as needed.
- Maintain current, accurate records of sponsors and key aspects of sponsor relations using Salesforce.
- Position requires some travel within the US.

Who should apply?

The RDD will exemplify ASAS's core values: proactive, transparent, accountable, collaborative, and entrepreneurial. A minimum of 7-10 years of fundraising leadership experience with demonstrated success in cultivating individual donors, corporate sponsorship, and foundation grants. Strong written and oral communication skills are essential as is the ability to relate well and work effectively with multiple constituencies. The RDD should be an independent and proactive fundraiser, with the ability to work seamlessly as a member of a national team. An undergraduate degree 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 via e-mail to: asasjobs@afterschoolallstars.org. Please put "Regional Director of Development," your last name, and the city you are applying for in the subject heading.

To learn more about ASAS, please visit our website:

www.afterschoolallstars.org