



**Position:** Vice President of Development, Corporate Relations

**Organization:** After School All-Stars

**Location:** to be based in DC (preferably) or New York

#### **ORGANIZATION BACKGROUND:**

Founded in 1992, [After-School All-Stars](#) provides free, daily afterschool programs to over 90,000 youth in over 450 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:**

After-School All-Stars is currently seeking a Vice President of Development, Corporate Relations to be part of its national Development team. The organization is at an exciting time in its growth phase, and this position will lead an active team of fundraisers focused on corporate support. We are seeking a seasoned, committed, and collaborative leader to join us.

#### **SPECIFIC RESPONSIBILITIES:**

Reporting to the Chief Development Officer, the Vice President of Corporate Relations, will initially supervise the Corporate Engagement Manager and Director of Corporate Relations, both based in the Washington DC office. S/he will be part of the senior development team for the national office and serve as a peer, partner and thought leader for the CDO, CEO and ASAS Chapters across the network.

In addition to staff and department leadership, primary responsibilities will be to identify, steward, and secure a portfolio of corporate funders to support the national and chapter operations of the organization. The VP of Corporate Relations will:

- Secure new corporate funders capable of supporting ASAS through six-figure++ donations.
- Successfully steward and grow existing corporate partners, including walking up levels of support and diversifying organizational support to include different verticals of partnership (grant partnerships, cause marketing, commercial co-ventures, and employee engagement)
- Establish, cultivate, and maintain relationships with corporate/foundation program officers, marketing professionals, and executives
- Collaborate with ASAS' Program and Evaluation Departments, Regional Leadership, and Chapter staff to ensure mission alignment on fundraising activities and grant compliance on funds raised.
- Oversee partnership deliverables including execution of activation events (with support from Corporate Engagement Coordinator) and partner recognition (in collaboration with ASAS Marketing Department)
- Ensure that philanthropy and fund development are carried out in keeping with the organization's values, mission, vision and strategic program quality improvement, research and evaluation plans
- Record all development-related activities recorded in Salesforce Donor Management System and collaborate with Director of Development Operations to ensure accurate and timely forecasting and data quality.
- Collaborate with grant-writing team to ensure production of high-quality donor proposals and reports.
- Work with colleagues across the ASAS national network to share information, resources, and leads and collaborate on national efforts

#### **WHO SHOULD APPLY?**

The successful candidate should embody ASAS's core values: accountable, collaborative, transparent, proactive, and entrepreneurial, and demonstrate a commitment to the mission of helping kids succeed in



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school and in life. This individual will have demonstrated success in working with local affiliates of large organizations, building new relationships, and working in a collaborative style. S/he will be open to up to 25% travel to support pitching/cultivation of new donors and execution of donor activations. The DOD should be an open, confident professional who enjoys working in an entrepreneurial setting. The ideal candidate will also demonstrate:

- Passion for ASAS' mission
- Entrepreneurial spirit, vision, leadership and integrity
- Authenticity, humility and collaborative spirit; the development team (currently consisting of 8 staff across the country) work closely together
- 8 to 10 years of relevant experience in fundraising
- Proven, successful track record of fundraising gifts (six figures and above) in a nonprofit organization
- History of creating and implementing successful fundraising strategies
- Excellent oral and written communication skills
- Dependable, conscientious, detail oriented and capable of managing deadlines
- Capable of working independently as well as part of a team
- Flexible and able to adapt to a fast-paced, ever-evolving environment
- 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 FOR THE VICE PRESIDENT OF DEVELOPMENT, CORPORATE RELATIONS ROLE:**

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

#### **LEARN MORE ABOUT AFTER SCHOOL ALL-STARS:**

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