Position: Senior Director of Development, Major Gifts
Organization: After-School All-Stars
Reports To: Senior Vice President of Development
Location: Flexible

ORGANIZATION BACKGROUND: Founded in 1992, ASAS provides free, comprehensive after-school programs and support services year-round for students and their families. ASAS serves approximately 140,000 PreK-12th grade students and their families annually in high-poverty communities through 19 active affiliate chapters with established partnerships at 725 schools and community sites in 60 cities across the continental United States and Hawaii. 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 seeking a Senior Director of Development, Major Gifts to join its national fundraising team. This position will play a pivotal part in fueling ASAS' growth as we expand the quality and reach of our services. The Senior Director will be the architect of our strategy to grow individual giving revenue, including targeted cultivation of donors and prospects, implementation of two annual giving campaigns, planning creative donor engagement events, and bringing new and innovative tactics to life. In addition, the Senior Director will collaborate with the CEO, President, and SVP of Development to support implementation of our first-ever endowment campaign. ASAS has a formidable national board and relationships with influencers across sports, entertainment, and other industries that will be assets for this role. This is the ideal position for a seasoned fundraising professional seeking continued career development at a fast-paced, entrepreneurial organization. Quarterly travel for national events will be required.

RESPONSIBILITIES

Individual Giving – 75%

- Leads all aspects of individual giving fundraising, including collaborating with the SVP of Development to develop a three-year plan for growth year-over-year.
- Works with SVP of Development to establish yearly individual giving fundraising targets.
- Ensures all individual giving data is accurate in Raiser’s Edge and closely monitors progress to goal.
- Responsible for the identification, cultivation, solicitation, gift closure, and stewardship of a continuous pipeline of prospective donors.
- Prospects and qualifies individuals, rating their capability and likelihood to make a gift to ASAS.
- Manages an existing portfolio of individual donors to maintain and grow their support through innovative year-round engagement tactics.
- Using a moves management process, conceives, promotes, and coordinates the interaction of potential and current donors with ASAS’ Executive Team and other individuals who can deepen the prospective donor’s engagement with the organization.
- Conceives, develops, and writes fundraising proposals in collaboration with the Development and Marketing teams.
• Collaborates closely with the Marketing team on ASAS’ year-end and spring campaigns, Giving Tuesday, and other visibility opportunities to reach individual donors.
• Supports President and SVP of Development with planning and implementation for our signature fundraising event, Charity Night, held annually in LA.
• Plans and implements regional donor engagement events such as house parties in key markets.
• Encourages a culture of philanthropy among ASAS staff, which may include the establishment of an internal workplace campaign.

Endowment Campaign – 15%
• Works closely with CEO and collaborates with President and SVP of Development to support implementation of ASAS’ first-ever endowment campaign to achieve $50M goal by 2025 (currently at $10.6M).
• Helps establish and track progress against annual endowment fundraising targets.
• Maintains communication loop between CEO and development team to ensure alignment on donor solicitation and helps identify new endowment prospects.
• Attends endowment pitch meetings and supports with preparation as needed.

Leadership & Strategy – 10%
• Serves as a leader on the development team who models positive and collaborative behavior and works proactively with SVP of Development to solve problems, increase efficiency, and maintain a high-performing Devo team.
• Collaborates with President & CEO and Marketing team to reactivate the ASAS ambassador program.
• Works in partnership with the SVP of Development and other Devo team members to develop and implement a comprehensive fundraising strategy to support the ASAS national network.
• Builds strong working relationships with staff on the Development & Marketing teams, other departments, and with chapters across the ASAS network.
• Performs other work and special projects as needed.

WHO SHOULD APPLY?
• A minimum of 10 years of experience in development or a related field such as public relations, sales, marketing, or non-profit management. At least 5 years of experience in individual giving work.
• Demonstrated experience developing, leading, and managing successful programs and initiatives.
• Track record of closing gifts of six figures and above from individuals.
• High proficiency developing and monitoring budgets.
• Outstanding interpersonal and communication skills, characterized by the ability to listen and speak well with a strong commitment to customer service.
• Demonstrated excellent writing skills (writing samples required).
• Excellent organizational skills, and a high degree of flexibility and initiative.
• Outstanding ability to work autonomously, multi-task, meet deadlines, and manage team members at all levels of the organization.
• Excellent ability to work collaboratively on a team and across departments.
• Passionate and committed to ASAS’ mission.
• Raiser’s Edge experience is a plus.
• Bachelor’s or higher degree preferred.
**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, 403(b) match, generous time off and paid holidays.

**HOW TO APPLY:** Please submit a resume, cover letter, and writing and work samples in PDF format via e-mail to: vanessa.waserman@afterschoolallstars.org. Please put "Senior Director of Development" 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)