



DIRECTOR OF DEVELOPMENT

ABOUT EDUCATION REIMAGINED

Education Reimagined is a national non-profit committed to the creation of a just and inclusive world where every child is loved, honored, and supported. Our work is in transforming education in the United States from our current standardized, one-size-fits-all education system to one designed to unleash the unique potential of each child and enable the rich learning assets of communities and the world to be the playground for learning. We call this new future of education “learner-centered.”

Our mission is to make learner-centered education available to and of high-quality for every child in the country, regardless of race, background, or circumstance. Learner-centered education recognizes that each child is unique, capable, and deserving and creates the conditions for young people to discover and develop their gifts to thrive and contribute in a complex, fast-changing world.

Over the past five years, we have built our reputation as a leader in the national learner-centered education movement and have grown a community of over 700 leaders—youth and adult—equipped with shared language, ambitions, and commitment to actual transformation, rather than reform. We have developed a unique national perspective, informed by those working in real communities with real kids, of where the movement is and what it will take to advance it to its next level of impact. It is on the basis of these deep relationships with practitioners and youth that we are now expanding our focus to systems-level work—engaging broader and broader coalitions of leaders to advance a new vision for education.

Key Facts

- *Started in 2015*
- *Revenue of \$4,176,104*
- *Staff of 12*

Mission

To make learner-centered education available to every child in the united states, regardless of background or circumstance.

Visit



Over the next 2-3 years, Education Reimagined has plans to advance work across five major, interconnected streams:

1. A series of virtual thought leadership symposiums, summits, and conversations to advance the thinking and actions of a vanguard of learner-centered policy makers, district and state leaders, superintendents, and philanthropic leaders.
2. The creation of system transformation toolkits and templates that can serve as new jumping off points for districts, communities, or states seeking to bring learner-centered ecosystems to life for their own communities.
3. A sustained, nationwide campaign—run in partnership with other aligned organizations—to capture the imagination and will of education leaders and advocates across the United States to transform, rather than reform, education.
4. The continued expansion and cultivation of our long-standing practitioner and youth communities to enable powerful learning, collaboration, practice advancement, and advocacy amongst those demonstrating what learner-centered education makes possible every day.
5. Partnerships with networks of districts focused on transformation as they discover what it takes to create learner-centered ecosystems and demonstrate to the nation the difference a transformed public education system can make for young people, families, and communities.

In the wake of the COVID-19 pandemic and the national reckoning with systemic racism, Education Reimagined is playing a catalytic role in making this the moment we, as a nation, imagine, invent, and bring to life a learner-centered education system that by design truly supports every young person—diverse across every dimension—to learn, thrive, and contribute. In this work, we are seeking a Director of Development to join our team to ensure we have the financial capacity to advance our work on a timeline that will meet this unique moment of challenge and opportunity and have the greatest impact on children, families, districts, and communities.

THE POSITION

Education Reimagined is seeking a seasoned Director of Development to lead and grow the organization's fundraising efforts. They will grow sustainable revenue by creating a strong relationship management process that engages the Board and executive team in cultivating significant, multi-year partnerships with donors. The Director of Development will set goals and strategies, as well as lead the implementation of those strategies, to increase our contributed revenue with a focus on major gifts from foundations, corporations, and individuals. The Director will grow our base of support by thinking creatively about prospect identification and leveraging our resources to attract and engage new donors, build our visibility, and showcase the impact of donors' investments.



MAJOR OBJECTIVES

Within the first 12 to 18 months, the Director of Development will achieve the following:

- Design the overarching fundraising strategy to raise a multi-year revenue stream of \$2.5-3 million annually. This will include developing and implementing annual fundraising plans; identifying fundraising objectives and evaluation criteria; and creating program budgets with relevant team members.
- Maintain existing relationships and connections to retain the current, strong fundraising pipeline and leverage what has been developed to build out a thriving, individual donors program that connects those giving to Education Reimagined to our work in order to increase impact.
- Support the President in managing and stewarding Board Member relationships. This includes helping to manage the activities of the Board's Development Committee.

RESPONSIBILITIES

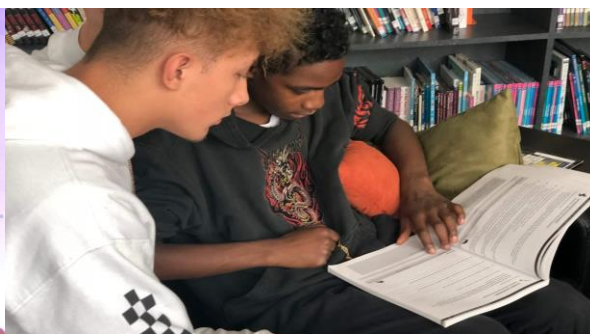
The Director of Development will have the following primary responsibilities:

- Support and partner with the President, Board, and other key strategic allies in the fundraising process. This includes developing and managing a robust pipeline of new and existing individual, corporate, and foundation donors; effectively moving constituents and prospects through the donor management system; and successfully soliciting and closing high dollar-gifts for the organization. This also includes developing and implementing a stewardship program aimed at fostering deeper ties with donors.
- Lead the creation of systems and processes that will increase fundraising efficiency, while appropriately cultivating various tiers of donors.
- In coordination with the communications and development teams, produce compelling fundraising materials, including case statements, letters of intent, grant proposals, and acknowledgment letters.
- Be a thought leader on philanthropy to staff and Board leadership during programmatic and financial discussions.

QUALIFICATIONS

Preference will be given to candidates who are based in or can relocate to the Washington, DC area.

- 7+ years of experience and demonstrated success in non-profit fundraising, including experience working with individual donors, foundations, and corporations; and managing major gifts relationships. Must have a proven track record of closing five to seven figure gifts.
- Innovative, relational, and collaborative approach to development, including a commitment to personalized, face-to-face fundraising methods.



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- Self-motivated and with demonstrated strong planning and leadership skills, including the ability to prioritize tasks, achieve goals in a timely manner, and manage up. Must know how to grow the development function from the ground up.
- Excellent interpersonal, communication, and organizational skills with coworkers, Board members, and existing and prospective donors.
- Strong writing and listening skills; able to synthesize and communicate complex ideas and theories of change in ways that are understandable and compelling to education and non-education audiences.
- Creative, flexible, and adaptable to the demands of an entrepreneurial, fast-paced, and responsive environment. Excited about the chance to work with a close-knit team and ready to provide support across a range of team functions, as needed, to respond to the needs of our communities and supporters.
- Able and willing to travel on a regular basis, average of one week per month. All Education Reimagined travel is currently on hold due to the COVID-19 pandemic.
- Demonstrated experience with databases; Salesforce experience strongly preferred.
- Passionate about Education Reimagined's mission of advancing a learner-centered, socially just future of education for every child in the U.S.

COMPENSATION

Education Reimagined offers a competitive compensation and benefits package.

APPLICATION

Education Reimagined has retained Campbell & Company to assist with this search. The team for this project includes Kris McFeely and Angèle Bubna. To be considered for this opportunity, please send a letter of interest and resume to:

ANGÈLE BUBNA

Associate Consultant

angele.bubna@campbellcompany.com

(312) – 896 – 8883

Education Reimagined is an equal opportunity employer and as such, in compliance with EEOC law, does not discriminate based on race, color, religion, sex, national origin, age disability or genetic information.



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