



LEAGUE OF
**EDUCATION
VOTERS™**



Major Gifts Director

Search conducted by:



waldron



THE ORGANIZATION

Since its founding in 2001, the League of Education Voters (LEV) has been the driving force behind numerous accomplishments in the state of Washington's education sector, including passage of the Dream Act (SB 6552) and \$1 billion in additional funding for the 2013-15 biennium to help close the opportunity and achievement gaps for students. Because of these monumental achievements, LEV has become a thought-leader on education policy and reform and is the only non-partisan advocacy group in the nation working to impact education from cradle to career.

Lev's mission is to shape the debate, build powerful coalitions, and grow the grassroots to achieve meaningful reform and ample resources for education from early learning through higher education. To better achieve this goal, LEV is comprised of three separate organizations working in tandem:

- The LEV Foundation is a 501(c)3 charitable organization that provides strategic, accurate, and timely information to citizens, educators, policymakers, and the media; highlights research-driven educational practices that prepare all students to reach their full potential; and advocates for reforms and revenue to implement the research-based practices in Washington state.
- The League of Education Voters, a registered 501(c)4, is a non-partisan organization that partners with parents, students, and civic leaders who believe in a quality education from cradle to career. Working on behalf of students, LEV has successfully led the charge on many of the landmark funding and policy decisions helping improve the education landscape for the entire state of Washington.
- Acting as LEV's political arm, the Education Voters Political Action Fund (PAC) researches, endorses, and supports candidates engaged in bettering the educational standards and conditions across the state. The PAC also educates parents and voters on legislation that effects the education landscape and promotes action at the grassroots level.

To learn more about the organization, please visit www.educationvoters.org





THE OPPORTUNITY

The League of Education Voters seeks a seasoned development professional to join their team as a Major Gifts Director. A newly created role reporting to the CEO, this member of the Senior Leadership Team will help further LEV’s work in improving educational access, quality, and outcomes for students across the state and influence educational policy for the entire nation by engaging existing donors and expanding the organization’s foundation of support.

With an average operating budget of \$3M, LEV is growing into a period of organizational maturity that requires broadening the funding mechanisms that have sustained them through a prodigious start-up period. The Major Gifts Director will have the opportunity to create and implement a plan for targeted individual giving and major gifts above \$5,000 as well as building on and strengthening relationships critical to individual and institutional fundraising efforts.





PRIMARY RESPONSIBILITIES

Strategic Leadership:

- Develop a comprehensive, strategic, and high-performing major gifts program focused on significantly increasing philanthropic support from individuals for gifts of \$5,000+
- Collaborate with the CEO, Board Development Committee, and Executive Leadership Team to set short- and long-term goals for the major gifts program and establish accountability metrics to track progress
- Establish major gift donor portfolios for the CEO and Board of Directors and support their efforts to ensure they are positioned for success
- Build strong relationships and develop partnerships with internal and external stakeholders who will be critical to fundraising efforts
- Oversee work of the Development Manager and an external grant writer

Donor Relationship Building:

- Steward current donors by keeping them engaged, informed, and inspired by LEV's work and increase giving from those with unrealized capacity for support
- Expand LEV's donor base by effectively identifying and activating new donors, partners, and foundations who are poised to support LEV's mission and its related political and advocacy work
- Develop a holistic approach to donor stewardship so that major gift efforts complement and reinforce initiatives targeting other types of donors, including foundations and the annual breakfast
- Optimize the use of current donor database systems to ensure all donors feel recognized, appreciated, and informed about the impact of their gift

Communications:

- Foster a culture of fund development through transparency and integration of the work across the organization
- Energize LEV staff, the board, and community members to effectively leverage their own networks on behalf of LEV
- Speak and write in a compelling and articulate manner about LEV's mission, programs, key stakeholders, and finances
- Work closely with the Communications Director to share LEV's successes and vision for the future through expertly crafted donor collateral





THE IDEAL CANDIDATE

The ideal candidate is inspired by LEV's work to improve education and is committed to supporting the organization as it extends its influence across the state. An articulate communicator, the Major Gifts Director will help tell the story of LEV and its impact on students and families in a way that motivates and inspires others to action. The ideal candidate will be the quintessential people-person with a drive to meet, understand, and connect individuals passionate about education. She or he will also partner closely with a dedicated fundraiser in the CEO, serving as a sounding board and an expert resource.

Possessing a track record of success in major gifts and individual donor cultivation, as well as a sound understanding of the education climate in Washington state, the Major Gifts Director will engage supporters in an informed and confident manner. As a consummate networker, she or he will build relationships with stakeholders that strengthen the community dedicated to education reform in the state.

The selected candidate will be a highly collaborative and collegial team member while also comfortable working independently. She or he can switch gears between the big picture and more detail oriented activities and is equally adept at both. A sense of humor and genuine optimism about the ability of individuals to make a real difference are also factors of success in this role, as is intellectual curiosity and a desire to keep abreast of a constantly evolving sector.

MINIMUM QUALIFICATIONS

Candidates should have at least five years of experience in broad-based fund development with a strong history of identifying, cultivating, and engaging in productive relationships with donors that result in significant gifts. A track record of success with in-person asks and relationship building with high net worth individuals, foundations, and for-profit organizations is required. Familiarity with political or advocacy fundraising would be an asset. Excellent interpersonal and communication skills are critical. A bachelor's degree is required. Fluency in gift planning instruments, including donor database systems, is desirable.





To Be Considered

The League of Education Voters is an equal opportunity employer and all qualified candidates are encouraged to apply. Cover letters expressing your passion for the mission and fit for the role should be addressed to Sarah Meyer at <http://candidateportal.waldronhr.com>

The search for the Major Gifts Director at the League of Education Voters is being assisted by a team from Waldron:

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Waldron is honored to work with the League of Education Voters in the search for a Major Gifts Director. We believe in and support the work of LEV and we are doing our best to recruit a talented team member who will accelerate this mission. As the consulting partner strategic leaders choose to help attract, engage, and inspire effective leaders, Waldron provides a unique combination of executive search, leadership development, and career transition services across sectors and industries. Our passion is helping people and organizations realize their full potential and increase their impact.



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