



Development Director

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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 \$1B 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 that work in tandem:

- The LEV Foundation, a 501(c)3 charitable organization, 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 visit www.educationvoters.org





The Opportunity

The League of Education Voters seeks a seasoned development professional to join their team as Development Director. This member of the senior leadership team will help further LEV's work to improve educational access, quality, and outcomes for students across the state as well as influence national educational policy 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 prodigious early growth. This is an opportunity to build a comprehensive development plan and strategy for a well-respected and established organization. By providing structure and clear action plans, the new Development Director will empower staff and board members to continue building upon a solid base of individual and institutional support.



Priorities & Responsibilities

Strategic Leadership:

- Develop and implement a comprehensive, strategic, and high-performing development plan focused on increasing philanthropic support from individuals, foundations, and institutional partners.
- 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.
- Oversee the successful execution of existing development activities, including the annual breakfast and major grants.
- Oversee work of the Development Associate.

Donor Relationship Building:

- Build strong relationships and provide support and action plans for internal and external stakeholders who will be critical to fundraising efforts.
- 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.
- Optimize the use of current donor database systems to ensure data is accurate and tracked to ensure all donors feel recognized, appreciated, and informed about the impact of their gift.

Communications:

- Foster a culture of fund development through relationship building, proactive, transparent communication, 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.





Ideal Candidate

The ideal candidate is inspired by LEV's work to improve education and committed to supporting the organization as it extends its influence across the state. An articulate communicator, the Development 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. S/he will also work in close partnership with a dedicated fundraiser in the CEO, serving as her 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 Development Director will engage supporters in an informed and confident manner. As a consummate networker, s/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. S/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 drive to keep abreast of a constantly evolving sector.



Qualifications

Candidates should have 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. Excellent interpersonal and communication skills are critical. Fluency in gift planning instruments, including donor database systems, is desirable. Familiarity with political or advocacy fundraising would be an asset. A bachelor's degree is required.

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. Please submit your resume and cover letter online at <http://candidateportal.waldronhr.com>.


The search for the Development Director 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 Development Director. The League of Education Voters does amazing work, 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.