

HELP US CHANGE THE WORLD!

THE PRESIDENTIAL PRECINCT
IS NOW HIRING A
DIRECTOR OF DEVELOPMENT.

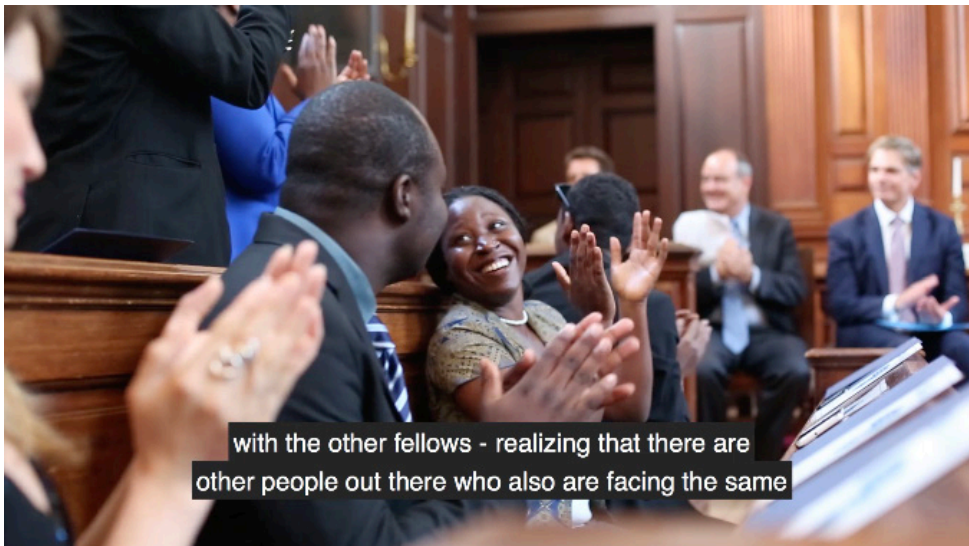
The Presidential Precinct – a dynamic nonprofit organization that engages and inspires global emerging leaders to address the most pressing challenges in their countries – seeks a collaborative, thoughtful, and nimble Director of Development.

– join us!



WE ARE THE PRESIDENTIAL PRECINCT

We come to work every day with one purpose - to equip emerging leaders with new perspectives, skills, networks, and visibility as they tackle the most pressing global challenges. We bring them to the Commonwealth of Virginia to foster the exchange of ideas and solutions from the world around us. **Click the image below to watch a two-minute video and learn more:**



OUR APPROACH

We make lifelong investments in emerging leaders who have bold visions to change the world.

Our physical and virtual programs provide them with new perspectives, skills, networks, and visibility as they form a powerful force for the creation of thriving, just, and free societies.

Over the past ten years, more than 1,300 leaders from 162 countries have participated in our life-changing leadership initiatives. These leaders are advancing positive change by providing girls with better access to education, creating economic opportunities, promoting human rights, and building transparency and good governance.



EXPANDING OUR IMPACT

Since our founding in 2012, our team has raised nearly \$5 million through generous support from corporations, foundations, and individuals. More than 85% of this investment has directly funded programs and leaders we support.

The Director of Development (DOD) leads the strategic direction and implementation of a high-level fundraising program to achieve sustainable growth for the Presidential Precinct.

As the organization's primary development professional, the DOD collaborates closely with five colleagues, leveraging their competencies and fundraising across multiple revenue streams. Primary funding sources for the Precinct under the DOD's management include annual and major giving along with corporate and foundation giving. The DOD supervises and receives support from a Development Officer.

The DOD is a senior staff member who collaborates closely and frequently with the CEO, staff, and organizational leadership. The DOD leads the ongoing work of ensuring the financial health and success of the organization.



The position requires the ability to work independently, under the general direction of the CEO, while meeting timelines and priorities.



PRIMARY RESPONSIBILITIES

- Develop and lead implementation of an annual work plan that achieves set fundraising objectives, across revenue sources. The plan is tied to the Precinct's strategic plan (created every three years and updated on an annual basis). The annual plan should include the following components: annual and major giving; corporate and foundation support for signature programs and general operations; prospect pipeline development across revenue sources; board and leadership development; special events; stewardship activities and donor acknowledgement.
- Serve as a front-line fundraiser responsible for the identification, qualification, cultivation, and stewardship of a national and growing international portfolio of donors and prospects.
- Following the completion of a revised 2023 strategic plan and a campaign feasibility study, launch a comprehensive endowment campaign to ensure the long-term sustainability of the organization.
- Leverage engagement of Board members and other key volunteers in all aspects of Precinct's development program.
- Develop ongoing themed solicitations tied to key events throughout the calendar year. Communications will include print and online distribution to individual donors and prospects.
- Develop stewardship materials for donors and prospects across revenue sources.
- Ensure appropriate, timely, and accurate acknowledgement of all individual, corporate, foundation, and government contributions; including adherence to sponsorship requirements and other recognition agreements.
- With the support of the Development Officer, maintain and enhance a record system of donors, donor prospects, board prospects, and prospective corporate and foundation supporters.
- Begin and grow a systemic outreach program addressed to a targeted list of foundations and corporations in an effort to develop regular grant applications and funding proposals to receptive prospects.
- Staff the CEO, Board Chair, and trustees as needed to support all advancement programming, to include briefings, talking points, and correspondence as needed.
- Manage the Presidential Precinct's Global Advisory Council, a key group of global volunteers who advise staff on programs and development.
- Other duties as assigned.

QUALIFICATIONS

- Bachelor's degree required.
- Proven track record of five or more years of fundraising experience, with preference for experience within the Charlottesville area and throughout Virginia.
- Experience soliciting and closing six figure gifts.
- Excellent written and oral communication skills.
- Strong and positive interpersonal skills.
- Ability to interface and build connections with senior executives and leaders at major multi-national corporations and foundations.
- Strong organizational and administrative skills demonstrated by the ability to handle simultaneous tasks; detail-oriented with high level of accuracy.
- Strong knowledge of philanthropy, fundraising techniques, and the nonprofit world, especially as related to foundations, corporations, and government agencies.
- Proficiency with Bloomerang, or similar fundraising database preferred.
- Willingness to travel, occasionally overnight.

TO APPLY

Please send a cover letter and resume via email to info@presidentialprecinct.org. Review of applications will begin on June 15th and the position will remain open until filled.

The annual salary will range from \$75-100k, commensurate with experience.

The Presidential Precinct is an Equal Opportunity Employer. For more information, please visit our website at www.presidentialprecinct.org.

We look forward to hearing from you!

Invest in **LEADERS**. Transform **OUR WORLD**.