



GENERATION CITIZEN
Senior Director of Development Strategy
Location: San Francisco, New York or Boston

Overview:

Generation Citizen (www.GenerationCitizen.org), a quickly scaling civics education nonprofit that seeks to strengthen our nation's democracy by empowering young people to become engaged and effective citizens, is looking for a strategic fundraising professional to develop and oversee a national fundraising plan and serve as a coach and mentor for regional fundraisers across the country. This is a rare opportunity for a dynamic, collaborative fundraising leader to join a growing high impact organization at a moment of opportunity and need, in the field of civics, and in the country.

The primary role of the Senior Director of Development Strategy will be to develop and oversee GC's development efforts and strategy, coach regional Executive Directors on development strategy and execution, and build out the organization's overall development systems and operations. This position will play the principal role in leveraging staff and volunteer leadership to raise revenue to dramatically increase our impact in accordance with the strategic plan, which calls for significantly growing our budget from \$4 million last year to \$8 million within two years. This person will supervise a growing development team, report directly to the CEO, and will be a key member of the National Management Team.

About Generation Citizen:

Generation Citizen is an innovative, quickly scaling nonprofit that seeks to strengthen our nation's democracy by empowering young people to become engaged, effective citizens. Generation Citizen (GC) believes all students have the right to an effective civics education that prepares them to participate in our democracy. We envision a country of young people working as active and effective citizens to collectively rebuild our American democracy.

GC partners with teachers and schools to help them implement a comprehensive, high-quality program of Action Civics education. GC's goal is to ensure that every student in the United States gains the knowledge and skills necessary to participate in our democracy as active and effective citizens. GC also advocates for the implementation of Action Civics nationwide and simultaneously works at the state level to advocate for appropriate state legislation, policies, and regulations to promote Action Civics. This approach is revolutionizing civics education in this country, and is, in its 9th year of operation, serving more than 18,000 students across its six sites (Central Texas, Massachusetts, New York City, Oklahoma City, Rhode Island, and the San Francisco Bay area) and beyond.

Responsibilities:

- Create and oversee the execution of a national and regional annual development plan with specific, quantifiable goals
- Lead the team to achieve ambitious fundraising goals through individual gifts, foundation support, fee-for-service, corporate partnerships and earned income.



- Train and coach regional Executive Directors in their ongoing fundraising efforts, helping them build the systems and relationships necessary to increase localized fundraising outcomes with a focus on prospecting and cultivating donors
- Advise Executive Directors in cultivating, soliciting, and stewarding high-capacity individual and institutional donors to meet ambitious fundraising goals
- Collaborate with the CEO and Board to ensure that they are effectively supported and leveraged in achieving organizational fundraising goals.
- Develop, track and report on fundraising metrics, utilizing that data to drive decision making about strategic shifts or adjustments as needed
- Directly supervise and mentor a growing national development team of three professionals and lead the growth and development of that national team, bringing best practices and effectively utilizing the Salesforce platform
- Equip and mobilize the Board of Directors and Local Boards to play an integral role in fundraising, including regular and direct work with the Board's Development Committee
- Work closely with the CEO, COO, Senior Director of Programming and Senior Director of Policy & Advocacy as a key member of the Management Team
- Ensure cohesive and standardized documents, systems and processes across all regions and the national organization
- Ensure all fundraising efforts are developed through a lens of diversity, equity and inclusion and that Generation Citizen's overall revenue strategy is in line with organizational values
- Ensure organizational communications and brand reflect mission and support our fundraising efforts.

Qualifications:

- Experience building and executing strategies that identify and cultivate gifts from high net-worth individuals, corporations and major foundations; experience working in a national organization with regional sites preferred
- Strong management skills including the ability to inspire, motivate, influence and hold staff accountable to high goals and standards
- Experience effectively leveraging customer relations management software (ideally Salesforce)
- Excellent communication skills, professional demeanor with diverse stakeholders, and strong comfort serving as an external representative for an organization
- Ability to thrive in a complex environment and comfortable operating in a matrix organization; able to make good decisions regarding prioritization of work and resources
- Passionate about Generation Citizen's mission, vision and values and able to share a compelling connection to this work
- Bachelor's degree or equivalent experience required

To Apply:

Qualified candidates should send a resume and thoughtful cover letter, outlining your skills, experience and interest in this position to Jobs@GenerationCitizen.org. Please include your name and the position you are applying for in the subject line of your email. **Generation Citizen is an equal opportunity, affirmative action employer. Candidates who reflect the diversity of the communities we serve are strongly encouraged to apply.**