



Director of Development
(Senior Development Officer for Statewide Organization)

Summary: The North Carolina New Schools Project (NCNSP), a not-for-profit organization working with communities across the state to create innovative, highly effective high schools, seeks an exemplary senior development professional to lead its fundraising efforts.

Overview: Created by the Office of the Governor and the NC Education Cabinet in cooperation with the Bill & Melinda Gates Foundation, NCNSP is a public-private partnership with the State Board of Education, the Department of Public Instruction and a growing list of public and private agencies, businesses, colleges and universities. The organization is an independent 501c3 non-profit organization; it and its innovative schools are supported by the state of North Carolina, the Bill & Melinda Gates Foundation and other philanthropic and corporate partners. NCNSP's purpose is to accelerate systemic, sustainable innovation in secondary schools across the state so that, in time, every high school in North Carolina graduates every student ready for college, careers and life in the society and economy of the 21st century.

The Director of Development is a member of the Strategic Partnerships and Engagement Team led by the Senior Director for Policy and Engagement. The Director of Development plans, develops and carries out effective activities that generate financial and in-kind support for NCNSP's school change work from private, philanthropic and government sources.

Specifically, the Director of Development is expected to:

- Identify and research potential sources of support and tailor NCNSP's outreach based on that research
- Maximize tools and resources available to NCNSP, including members of its Board of Directors and its president, to raise funds and forge partnerships
- Present information in writing and orally in a compelling, accurate manner to a variety of audiences
- Oversee successful stewardship of a growing pool of NCNSP supporters
- Monitor staff management of grants to ensure reporting and other requirements are satisfied
- Perform other duties as assigned by the Senior Director for Policy and Engagement

A candidate for the position should possess the following qualifications and beliefs:

- A proven record of success in fund development resulting in support at multi-million dollar levels;

- A strong work ethic including a willingness to set and achieve quarterly performance targets;
- A preferred candidate will have knowledge of potential partners at the state and national levels, including governmental sources of support;
- A minimum of a bachelor's degree and seven years of development experience;
- Exceptionally strong oral and written communications skills including experience conveying information to different types of audiences;
- Ability to balance speed with accuracy and to thrive in a fast paced, professional team environment;
- Strong desire to learn new skills including a personal commitment to reading and writing;
- Personal commitment to ensuring all students master academically rigorous courses leading to the option of college; and
- Willingness to travel statewide as required to fulfill his or her duties.

Compensation: The starting annual salary is competitive for senior-level development professionals. The Director of Development qualifies for other NCNSP employee benefits, which include paid health insurance for the employee, a 401k plan than includes an automatic employer contribution of 10 percent of salary, and paid holiday, vacation and medical leave days.

To Apply: Qualified candidates should submit a letter of interest and resume by email to ncnsp@amapag.com or mail to:

NCNSP Development Search
c/o Armstrong McGuire
PO Box 6485
Raleigh, NC 27628

For an online copy of this position description and to learn more about the NC New Schools Project, visit www.newschoolsproject.org. Please direct all inquiries regarding this position to ncnsp@amapag.com.



The North Carolina New Schools Project is an Equal Opportunity Employer. It is our policy to make all personnel decisions without discriminating on the basis of race, color, creed, religion, sex, physical disability, mental disability, age, marital status, sexual orientation, citizenship status, national or ethnic origin, and any other protected status.