



SUMMARY

NextGen Policy is recruiting for a talented and dynamic development professional to support the organization's growing fundraising efforts. The Development Director will help lead all aspects of the development process, including fundraising strategy, board management, donor engagement, communications, stewardship, and outreach to new and prospective donors.

In this newly created position, the Development Director is a highly strategic relationship builder and creative leader with proven ability to raise funds at six-to seven-figure levels from individual donors and foundations. NextGen Policy is seeking to diversify our funding model and donor base to include individuals, foundations, strategic partnerships, and other revenue streams. The Development Director will partner with the Executive Team, the Board of Directors, and Policy Advisors to build out NextGen Policy's network of investors, while identifying, cultivating, soliciting, and stewarding their own portfolio.

HOW YOU WILL BENEFIT

- Pay: \$115,000 - \$135,000
- Location: The Development Director may work remotely until COVID protocols are lifted, but may work out of the NGP office in downtown Sacramento thereafter.

RESPONSIBILITIES

The inaugural Development Director holds key responsibilities that will evolve over time. During the first year of the role, we anticipate a focus on the following:

- Work with the Executive Team to drive all aspects of NGP's donor development, fundraising strategy, network growth, and stewardship
- Lead the fundraising team to deliver against annual revenue targets, serving as a chief fundraiser alongside the Executive Director
- Secure major 501(c)(3) and 501(c)(4) gifts from individuals, foundations, donor-advised funds, and institutions
- Manage fundraising activities including events, grant writing and reports, donor updates, stewardship of major donors, and donor communications
- Oversee an effective research effort to ensure that NGP can identify and progress relationships with prospective high-value investors, effectively leveraging the existing base and identifying new funding prospects to build a broader, better-qualified, and more robust prospect pipeline
- Collaborate with NGP's Policy Leads to design, test, and implement tailored pitches for key issue areas
- Assist the Executive Team and Board Chair in the management and growth of the Board of Directors
- Ensure the integrity and functionality of the donor database, including best practices in tracking donor data with the highest degree of security
- Serve as a member of the senior leadership team of NGP, with responsibilities for the overall growth, effectiveness, and impact of the organization

**WHAT WE REQUIRE**

- Seasoned fundraiser with a track record of successful connections with donors, foundations and other sources of funding
- Demonstrated knowledge and practice with “moves management” including donor identification, qualification, cultivation, stewardship, and solicitation
- Experience building trusted relationships with high-capacity donors. Track record of earning the confidence of internal and external stakeholders
- Demonstrated success in building strong prospect lists and cultivating relationships that result in long-term giving.

COMPENSATION:

- Salary commensurate with experience
- Medical, dental and vision coverage

TO APPLY:

Provide a resume, short cover letter, and relevant social media links by June 3, 2022. Send all documents as one PDF attachment to: jobs@nextgenpolicy.org. Please name your saved PDF with the title: LastName.FirstName.pdf (Example: Smith.John.pdf).

ABOUT NEXTGEN POLICY:

NextGen Policy is a non-profit organization dedicated to working on legislative, budgetary, regulatory, and programmatic issues related to preventing climate change, addressing income inequality, promoting economic prosperity, and protecting the fundamental rights of all Californians. Our policy portfolio encompasses topics such as: criminal justice reform and immigration; healthcare and food insecurity; mental health and voting rights; student loan debt and higher education; veterans and consumer protection issues; and affordable housing and environmental justice.

NextGen Policy is an equal opportunity employer.