



Development Director

Chicago, IL

Advance Illinois is a not-for-profit policy and advocacy organization that works toward a healthy public education system that prepares students to achieve success in college, career and civic life. We are committed to an aligned education system that strives for equity, stresses college and career readiness and completion, and supports the whole child from the earliest years through adulthood. We believe every child should have access to a high-quality education regardless of geography, income or race.

Since its founding in 2008, Advance Illinois has become a nationally recognized actor and thought leader in education policy and advocacy. The Development Director will have an exciting opportunity to ensure the organization has the resources needed to tackle an ambitious and growing agenda.

Along with some corporate and individual giving, Advance Illinois currently depends primarily on foundation grants for financial support. We are looking for a strategic leader who can develop and execute on a strategy to diversify our funding mix over the next 3 – 5 years, while reaching annual fundraising goals and supporting our mission.

PRIMARY DUTIES AND RESPONSIBILITIES:

The Development Director reports directly to the President and interacts regularly with a high-powered Board. The Director's responsibilities include the following:

- Leading work with the Board, Board Development Committee, and the President to shape and implement development strategy;
- Managing the cultivation, solicitation, and stewardship efforts of the organization in partnership with the Board and President, including but not limited to annual appeal development and management, prospect development and stewardship events;
- Taking responsibility for helping set, measure and meet annual fundraising goals;
- Building fundraising capacity throughout the organization, helping grow the skills of all staff in the organization and making development an organization-wide effort;
- Overseeing grant proposal and report writing for national and local foundation partners, coordinating with part-time grant-writing support and relevant program and finance staff as necessary;
- Maintaining an accurate database record of donors and funding received, and coordinate gift documentation, grant agreements, and forecasting with finance staff;

- Occasionally organizing events for partners to learn about our organization's work and the legislative landscape;
- As a member of the senior staff, providing input on Advance Illinois' strategy, annual planning/budgeting and goal setting;
- Actively fostering an internal organizational culture of diversity, equity and inclusion.

QUALIFICATIONS:

The ideal candidate is:

- passionate about improving public education in Illinois through policy change and state-level impact; and recognizes and is able to articulate the importance of a strong state policy infrastructure that serves the needs of students and families in school districts throughout the state;
- committed to educational equity and to partnering with communities;
- ambitious and bold, yet practical and able to execute strategies successfully;
- hands-on and willing to engage in all aspects of the work;
- a strong writer and communicator;
- able to build and maintain relationships at all levels and with multiple constituencies;
- intellectually curious, committed to learning, energetic, and strong, yet brings a collaborative approach to the organization and to the work;
- ethical and committed to a high level of professionalism and confidentiality;
- excellent at building relationships and has strong fundraising expertise, with an emphasis on individual and corporate giving, but is also able to sustain and grow foundation giving.

EXPERIENCE:

At least 5 years of relevant experience is expected, as is a proven ability to effectively develop and execute a multi-pronged fundraising strategy for a multi-million-dollar organization.

COMPENSATION:

Competitive salary that is commensurate with experience along with excellent benefits such as: health/dental insurance; short-term/long-term disability plans; 401K with a company match plan; flexible spending account; holidays and vacation accrual.

COMMITMENT TO DIVERSITY:

Advance Illinois is an equal opportunity employer with a commitment to engaging the skills and leadership of individuals from diverse backgrounds. Individuals from historically marginalized backgrounds and communities are strongly encouraged to apply and to engage actively in ongoing organizational work to strengthen and sustain a diverse team that works effectively and inclusively.

TO APPLY:

Submit a resume and cover letter to: development@advanceillinois.org. All submissions will be acknowledged, and you will be contacted if you are selected for an interview. No phone calls please.