



NATIONAL FOSTER YOUTH INSTITUTE

Position: Director of Development - National Foster Youth Institute

Location: Los Angeles or Washington DC preferred, remote possible

Supervisor: Executive Director

Salary: \$110,000 to \$130,000

National Foster Youth Institute

Founded by Congressmember Karen Bass in 2012, NFYI is dedicated to ensuring that current and former foster youth have a seat at the table alongside legislators, policymakers, decision makers, families, and advocates. We believe that truly transformative foster care reform is possible only when individuals who have personally experienced the child welfare system have leadership roles in changing it. NFYI creates pipelines of leadership that connect current and former foster youth with decision makers to change the systems that impact them. We do that by building relationships with members of Congress, training and empowering foster youth and families to make their voices heard, and by organizing grassroots support for child welfare reform.

We are at a pivotal moment in our organization's history as we build on past successes and extend our reach. NFYI seeks an energetic Director of Development to join our leadership team and create systems that will help the organization to achieve even greater impact for foster youth and their families.

Position Description

Reporting to the Executive Director, the Director of Development will be responsible for executing plans to raise \$1.5 million in the first year. This is an opportunity for a tenacious self-starter to take a leadership role in support of NFYI's mission. Areas of responsibility include grant writing, special events, individual giving, corporate and foundation giving, and relationship building across all aspects of NFYI's work. This is a high-profile position that requires a candidate who is both a doer and a builder.

Essential Duties:

- Implement and refine a comprehensive fundraising strategy in collaboration with the Executive Director and Board of Directors to raise \$1.5 million in the first year.
- Develop and execute a strategic plan for foundation outreach, including identifying potential grant opportunities, building relationships with foundation representatives, drafting, and submitting grant proposals.
- Plan, coordinate, and execute special events with the support of the NFYI board and volunteers, including an annual gala and a series of smaller online and in-person events aimed at increasing donor engagement and raising additional funds.
- Maintain and expand NFYI's corporate partnerships, providing support for key initiatives such as Congressional Shadow Day and identifying new opportunities for collaboration.
- Initiate and cultivate relationships with potential donors, develop and implement personalized cultivation strategies, prepare meeting briefs, and conduct direct solicitations when appropriate.

- Collaborate with communications staff and consultants to develop and implement an annual giving program, incorporating print and digital solicitations and social media strategies to grow the donor base.
- Ensure best practices in data management and research, overseeing accurate and timely reporting on all fundraising activities.
- Serve as a key member of the leadership team, representing NFYI in the community and participating in strategic planning and decision-making.
- Manage relationships with multiple development consultants and serve as the organization's main point of contact with them.

Essential Skills, Experience and Values:

- Proven track record of at least three years of fundraising experience demonstrating the ability to meet or exceeded fundraising goals; experience in leading a department is not required, but quantifiable impact is essential.
- Highly motivated self-starter with impeccable writing skills and the ability to implement plans and deliver results.
- Deep understanding of fundraising best practices, data management systems, and reporting processes, with a strong attention to detail and the ability to engage with strategic big-picture thinking.
- Excellent communication skills, with the cultural humility and the ability to work with both a high-profile board and current/former foster youth.
- Strong alignment with NFYI's mission and a passion for, or experience with, child welfare.

This is a unique opportunity for a visionary self-starter to make a significant impact and, with demonstrated success, to build and lead their own department. To apply, please submit a resume and cover letter detailing your development experience, approach to fundraising, and the largest gift you have personally solicited in the form at: <https://bit.ly/nfyijobs>.