



NATIONAL FOSTER YOUTH INSTITUTE

Job Announcement: Director of Development

Impact-driven, national organization seeks a senior fundraising leader to help expand opportunities for current and former foster youth and drive systems-level change in child welfare.

Position: Director of Development

Location: Remote/Work-from-home position with strong preference given to candidates in Los Angeles or Washington, DC

Supervisor: Chief Executive Officer

Position Type: Full-time, exempt

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

National Foster Youth Institute

The National Foster Youth Institute (NFYI) is a non-partisan, 501(c)(3) organization dedicated to ensuring that current and former foster youth have a seat at the table alongside legislators, policymakers, decision makers, families, and child welfare 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 between 18 and 30 with decision makers to change the systems that impact them. We do that by building relationships with elected officials at the local and federal levels, training and empowering foster youth and families to make their voices heard, and by organizing grassroots support for child welfare reform.

As we approach our 15th year, we are at a pivotal moment in our organization's history and are building on past successes and expanding our impact. NFYI seeks an enthusiastic Director of Development to join our leadership team and lead fundraising strategy, strengthen revenue systems, and drive sustainable growth to deepen our impact for current/former foster youth and their families.

NFYI is co-headquartered in Los Angeles and Washington, DC. While we are a remote organization, strong preference will be given to candidates in either of these locations due to the volume of in-person meetings and events for which we aim to be present.

Position Description

Reporting to the CEO, the Director of Development will lead NFYI's fundraising strategy and frontline fundraising efforts, with responsibility for raising \$2 million in the first year through a diversified portfolio of foundation, individual, corporate, and event-based revenue.

The Director will manage a personal portfolio of major donors and prospects and work closely with the CEO and Board of Directors to cultivate, solicit, and steward high-level relationships.

This is an opportunity for a strategic, relationship-driven leader to play a central role in shaping NFYI's next phase of growth. This role requires someone who can both build systems and execute effectively in a fast-paced, mission-driven environment.



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This is a full-time staff position.

Essential Duties:

- Lead and execute NFYI's comprehensive fundraising strategy in partnership with the CEO and Board of Directors to raise \$2 million in year one.
- Manage a portfolio of major donors, institutions, and prospects, including direct cultivation and solicitation.
- Oversee foundation fundraising strategy, including prospecting, relationship development, proposal development, and stewardship.
- Oversee strategy and execution for NFYI's annual fundraiser and donor engagement events in partnership with staff, board members, and consultants.
- 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.
- Develop and track revenue projections, pipelines, and KPIs, providing regular updates to senior leadership and the Board of Directors.
- 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:

- Demonstrated success securing major gifts and meeting or exceeding fundraising goals (5+ years of experience preferred).
- Experience managing a personal portfolio and leading complex solicitations in collaboration with senior leadership and board members.
- Exceptional writing and communication skills, including experience developing compelling proposals and donor materials.
- Strong strategic thinking skills paired with attention to operational detail.
- Excellent communication skills, with the cultural humility and ability to build authentic relationships with diverse stakeholders, including funders and current/former foster youth.
- Strong alignment with NFYI's mission and a deep interest in, or experience with, child welfare, youth development, or families.

This is an opportunity for an experienced fundraising leader to play a defining role in NFYI's next phase of growth. **With demonstrated success, this role has strong potential to grow into a department leadership position.** To apply, please submit a resume and cover letter detailing your development experience,



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approach to fundraising, and the largest gift you have personally solicited in the form at:
<https://bit.ly/26nfyijobs>.