

JOB ANNOUNCEMENT
Managing Director, Development
Academy of Urban School Leadership
04/02/08

The Academy of Urban School Leadership (AUSL), whose mission is to improve student achievement in Chicago Public Schools by attracting, training, and retaining Chicago's next generation of exceptional teachers and school leaders, seeks a Managing Director, Development to serve as an active participant in making strategic organizational decisions.

In partnership with AUSL's Executive Director, the Managing Director, Development is responsible for all fundraising and development activities. S/he will help forge new relationships to build AUSL's visibility, impact, and financial resources. The Managing Director, Development will design and implement a comprehensive plan for developing key external alliances by cultivating individual and philanthropic support. The Managing Director, Development will have primary responsibility for establishing and implementing the infrastructure needed to grow a \$6.5 M budget through the solicitation of major gifts, federal and state grants, special events, corporate, and foundation support. S/he will expand and diversify AUSL's donor base/pipeline and work closely with other team members to secure funding for new initiatives.

In addition, the Managing Director, Development will work closely with the Board of Directors and support Board members as they take on a more active fundraising role. This position is based in Chicago, IL.

Responsibilities:

- Support the Executive Director and Board Members on all major fundraising initiatives
 - Work with the Chief Operating Officer to develop and implement AUSL's financial strategy
 - Actively team with the Executive Director and SeniorStaff to develop and implement a comprehensive development strategy to include corporate, foundation, and government grants etc.
 - Have primary responsibility for development and execution of all proposals; write and archive all proposals with a long-term relationship-management approach
 - Oversee research funding sources and trends, with foresight, so as to position AUSL ahead of major funding changes or trends
 - Monitor all donor information; provide and present statistical analysis to board and senior leaders
 - Develop and implement a stewardship program aimed at cultivating deeper ties with donors
 - Monitor and report regularly on the progress of the development program
 - Identify, develop and mentor the development team
- Qualifications:**
- 10+ years of professional experience in a nonprofit organization; demonstrated success in a development function

- Strong organizational skills
- Flexible and adaptable style; a leader who can positively impact both strategic and tactical fundraising initiatives
 - Ability to work both independently without close oversight, but also a team player who will productively engage with others at varying levels of seniority within and outside AUSL
- Proficiency with Microsoft Office applications and Raisers Edge
 - Intimate knowledge of and experience with Chicago Public Schools would be a distinct advantage
- Bachelor's degree required, master's preferred

Salary & Benefits:

Salary is commensurate with experience, and includes excellent benefits.

To Apply: Please email your resume and cover letter to Katie Bouton
executivesearch@koyaconsulting.com.

Please put the job title in the subject line and your salary requirements in the cover letter. AUSL is an equal opportunity employer.

For more information about AUSL, please visit www.ausl-chicago.org.