

Good Schools for All / Read to Succeed Buffalo Literacy Campaign

Good Schools for All, a program of the Community Foundation for Greater Buffalo, is seeking exceptional candidates to fill multiple positions in its growing \$2.3 million a year not-for-profit organization. Offering no programs or services, Good Schools for All is a neutral independent convener. Its mission is to mobilize community to help Buffalo's children succeed academically. Since 2002, Good Schools' primary focus has been literacy, the foundation for academic success. Recognized nationally for its transformational *Read to Succeed Buffalo* literacy initiative, Good Schools is determined, with the right people, to make a difference for our children and their families.

Development Director – Position Profile

Good Schools for All is seeking an enthusiastic and energetic Development Director to research, create, manage and implement a Fund Development Plan to help finance the Read to Succeed Buffalo campaign. The Fund Development Plan will include goals and activities/actions that will raise funds for the *Read to Succeed Buffalo* campaign and its member organizations. The plan may include mail appeals, major donor campaigns, corporate campaigns, volunteer recruitment and coordination, events, and grant proposals to foundations, federal and state agencies.

Responsibilities

- Work with the Executive Director to manage and implement a Fund Development Plan that is achievable and supports the mission of *Read to Succeed Buffalo*.
- Staff and support the Development Committee of the Good Schools for All Advisory Board.
- Develop and implement fundraising strategies to meet annual targets, including asking for gifts and/or developing strategies for individual gift solicitations.
- Be responsible for the development and implementation of the *Read to Succeed Buffalo* major donor campaign, to include planning of specific events, activities and meetings that are geared toward building a sustainable base of financial support.
- Facilitate the production of two print donor newsletters a year to coincide with the appeals, and at least one donor event.
- Be responsible for the tracking and compilation of donor information.
- Be responsible for updating all fundraising information and software.

- Provide ongoing evaluation of fundraising activities to Executive Director and the Development Committee of the Board.
- Supervise staff (or interns or volunteers) working on development-focused activities.
- Schedule or attend appropriate meetings pertaining to fundraising.

Qualifications:

Experience

- At least three years of successful experience in a Development Office, with a demonstrated fundraising track record.
- Already established relationships with local public and private funders preferred. Already established relationships with State and national (national foundations, national corporations, and Federal agencies) a significant plus.
- Experience working with Boards of Directors, committees and community volunteers, community-based organizations and agencies required.
- Experience with major donor campaigns required.
- Experience working as part of a multidisciplinary team and communicating effectively with persons and communities from diverse cultural and socioeconomic backgrounds.
- Experience with fundraising application software a plus.

Skills

- A strong commitment to the academic success of children in Buffalo's public schools, and passion for helping to create a better quality of life for Buffalo's children and their families.
- Strong planning and organizational skills with ability to create a start-up development office. Self-starter.
- Creative, out-of-the-box thinker.
- High-energy, persistent, quick study.
- Ability to relate to, and engender trust with, people or organizations at the local, State and national levels.
- Excellent oral and written communications skills.

- Strong relationship-building, networking, and public speaking skills.
- Ability to find grant opportunities to meet specific strategic needs aligned with the Read to Succeed Buffalo citywide strategic plan for literacy, and write grant proposals,

Education

Advanced degree (or Bachelor's degree and equivalent experience) in fields such as nonprofit or business management, non-profit fundraising, public policy or governmental relations, business or public relations, or educational policy and administration.

Qualified candidates send a cover letter explaining your qualifications and a current resume to:

Helene H. Kramer, Executive Director
Good Schools for All
hkramer@goodschoolsforall.org

RESUMES MUST BE POSTMARKED BY MAY 30, 2008

See the Read to Succeed Buffalo (www.readtosucceedbuffalo.org) or Good Schools for All (www.goodschoolsforall.org) websites to learn more about who we are and what we're doing.