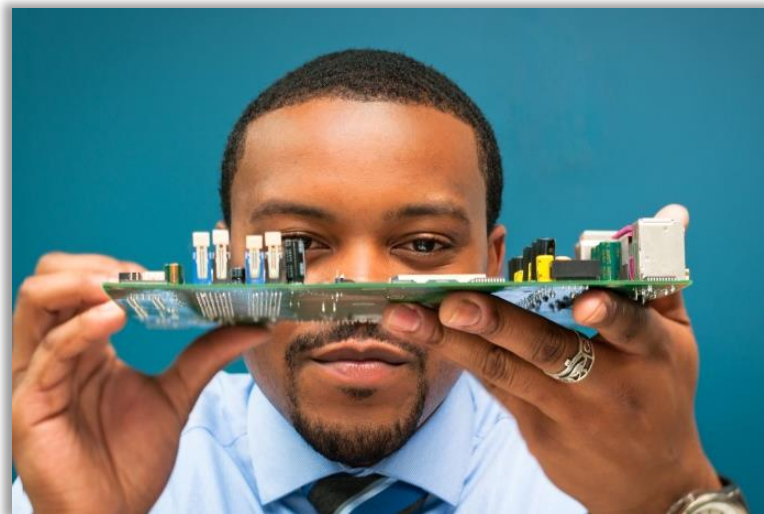




Senior Director of Philanthropy Arlington, VA



Year Up empowers low-income **young adults** to go from **poverty** to **professional careers** in a **single year**.



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About Year Up

Mission

Year Up's mission is to close the Opportunity Divide by providing urban young adults with the skills, experience, and support that will empower them to reach their potential through professional careers and higher education.

Approach

Year Up achieves its mission through an intensive one-year training program that provides low-income young adults aged 18-24 with a combination of hands-on skill development, college credits, and corporate internships. Year Up offers the following to all of its training participants:

- ❖ **Professional Skill Development:** Technology skills will be the fastest growing need at companies over the next 10 years. At Year Up, students learn valuable IT skills and gain work experience during internships at top companies.
- ❖ **College Credits and a Stipend:** Students can earn up to 23 college credits and receive a stipend while gaining valuable work experience. Classes are taught by certified college instructors.
- ❖ **Ongoing Support and Guidance:** Staff advisors, together with Year Up's strong alumni network, help students achieve their maximum potential, both as a student and as a working professional.
- ❖ **Mentorship:** Year Up students are paired with an experienced mentor from whom they receive one-on-one attention and guidance as they make decisions about their futures. Mentors share ideas, answer questions, and provide expert advice on students' potential career paths and job searches.

About the Region

While Year Up's National Headquarters is based in Boston, there is a high concentration of donors and prospects in the Washington, DC area. This donor base will help Year Up to complete a \$100 million capital campaign that began in 2015.



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85% of graduates
are employed or attending college
full-time within four months of
completing the program.

The Opportunity

Year Up is seeking a Senior Director of Philanthropy to play a critical role in rapidly growing Year Up and closing the Opportunity Divide for more students. Reporting to the National Director of Development and to the Executive Director of the National Capital Region, the Senior Director will generate new fundraising prospects, deepen the engagement of existing donors, and work with Year Up's national and local leaders and volunteers to cultivate and steward significant donor relationships. The successful candidate will take personal satisfaction in matching donor interests to strategic goals and will be a sophisticated relationship builder with a proven track record of securing 6-figure gifts from individuals and family foundations.

Responsibilities will include:

- ❖ Identify and cultivate prospects to build a portfolio of approximately 150 individual and family foundation prospects with 6-, 7-, and 8-figure giving potential.
- ❖ Work with the national and local development team to create a multi-year fundraising plan that meets short-term targets while gradually expanding annual revenue to \$1M.
- ❖ In collaboration with the National Director of Development and the Executive Director of the National Capital Region, create opportunities to meaningfully engage National Board members in the fundraising process.
- ❖ Design and build a regional Leadership Council that deepens the engagement of Year Up supporters and effectively leverages supporters' networks to expand the organization's circle of prospective donors and volunteers.
- ❖ Develop tailored cultivation and solicitation strategies that match donor interests to Year Up's strategic priorities.
- ❖ Maintain confidentiality of all donor information and records.
- ❖ Serve as a member of the local Year Up management team and collaborate in setting goals, strategy, and performance metrics.
- ❖ Coordinate with Year Up's national staff—including prospect researchers, database managers, and proposal writers—to ensure effective fundraising initiatives.
- ❖ Interact with students as a mentor, group facilitator, and advocate, helping to create and sustain a positive educational environment while building trust among students and staff.
- ❖ Travel regionally and nationally 20-25% of the time.

Year Up is consistently ranked as one of NonProfit Times' best non-profits to work for. They are recognized for their excellence in compensation package, employee engagement and communication, and staff development and growth.



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Ideal Experience & Skill Set

- ❖ At least 7 years of fundraising success with an emphasis on 6-figure and larger individual major gifts.
- ❖ Experience and confident knowledge of donor pipeline development.
- ❖ Ability to successfully pursue, cultivate, and steward long-term partnerships that ensure sustainable philanthropic success.
- ❖ Experience working with prospects and donors within both the philanthropic and business worlds in the Washington, DC market.
- ❖ Capacity for strategic leadership and vision necessary to work with senior leadership on fundraising priorities, to monitor results, and to ensure accountability.
- ❖ Communications skills sufficient for clearly discussing complex issues with and energizing diverse audiences, both in writing and in presentations.
- ❖ Proficiency in Excel, Word, PowerPoint; experience in Salesforce or donor database preferred.
- ❖ Undergraduate degree is preferred.

Personal Characteristics and Work Style

- ❖ Passion for working with urban young adults, unshakable conviction of their potential, and strong commitment to and investment in Year Up's mission.
- ❖ Understanding of the Opportunity Divide and its drivers.
- ❖ Personal dedication to diversity and inclusion.
- ❖ Cultural competency necessary to create a supportive environment for students and staff, to ensure multiple dimensions of diversity, and to challenge unconscious biases and correct inequities.
- ❖ High degree of self-motivation, with the ability to make decisions, follow through, and be accountable.
- ❖ Sensitivity to the needs of others in complex team environments that engage supervisors, volunteers, and colleagues at the national and regional levels; assiduous attention to sharing information is critical.



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To Apply



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Questions, resumes, and CVs should be sent to
search@driconsulting.com

All first round interviews for this position will take place at Development Resources, *inc.* at 1820 N. Fort Myer Drive, Suite 702, Arlington, VA 22209, (703) 294-6684, or via telephone/ video conference.

Year Up is an Equal Opportunity Employer and is seeking a diverse slate of qualified candidates for formal consideration.



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