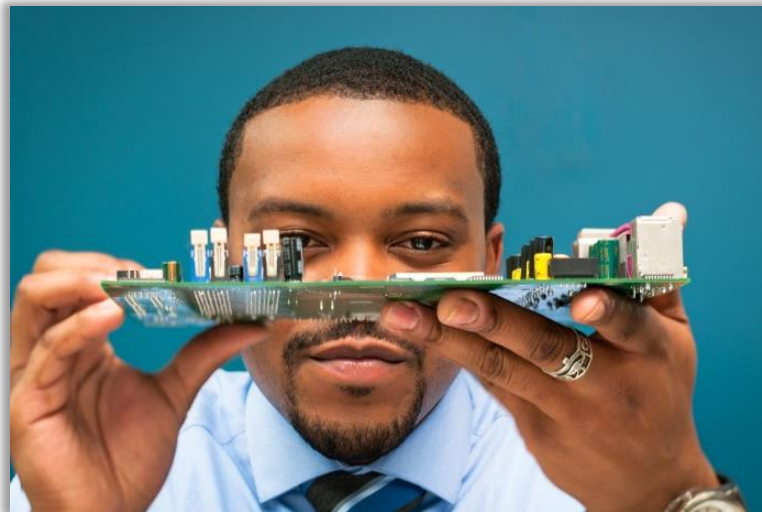




Senior Director of Philanthropy Chicago, IL



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



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Mission: Close the Opportunity Divide

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.



The 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 participants who complete the program can achieve:

- ❖ **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-ranked companies.
- ❖ **College Credits and a Stipend:** Students 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, as both students and working professionals.
- ❖ **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 potential career paths and job searches.

The Results

Year Up's results have driven its growth across the country. 85% of graduates are employed or enrolled in post-secondary education within 4 months of completing Year Up's program. 3,000 students currently participate in programs annually, finding employment at 250 different companies—including firms such as AOL, Bank of America, JP Morgan Chase, Marketo, Microsoft, Sales Force, and many more.

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

Year Up Chicago

History

From Year Up's beginnings in Boston, where it was founded in 2000 by Harvard Business School graduate Gerald Chertavian, the organization has grown tremendously over the last 16 years. Today Year Up operates in 16 urban areas from coast to coast. Year Up's Chicago office opened in 2010. By 2015, it was serving 160 students each year. Under the leadership of new Executive Director Jack Crowe, Year Up Chicago is working to serve 1,000 students annually and influence 100,000. The Senior Director of Philanthropy for the Chicago office will play a key role in building support to reach this goal.

New Partnerships

Year Up has earned significant national press attention that has helped it attract support in Chicago. Year Up has recently been featured in *The Chronicle of Philanthropy* and *The Atlantic*, where it was lauded as a way to "bet big on the American Dream."

Leveraging this attention, Year Up Chicago has already built exciting relationships with local partners. On Jan. 12, Year Up and National Louis University held a ribbon cutting (pictured at right) for a new partnership that will help double the number of young adults served in Chicago to 320. The inaugural class of Financial Operations students will graduate in one year with a certificate that they can use to secure a first earning approximately \$38,000 or to earn credits toward an undergraduate degree. Year Up Chicago has also built relationships with 23 employment partners and 36 major donors in the region, including individuals, corporations, and foundations.

IN THE NEWS



the Atlantic

How to Bet Big on the American Dream

Give \$1 billion to initiatives that spark upward mobility for people trapped at the bottom—then get a 300 percent return on investment.

MAY 5, 2016 | By Debby Blalak and Jim Shelton



Executive Director Jack Crowe

Jack Crowe joined Year Up Chicago from the Cristo Rey Network, the largest network of urban high schools in the country serving exclusively low-income youth. As Chief Operating Officer and General Counsel, Jack helped double enrollment in the Network's corporate work study program to nearly 10,000 students across the U.S. Jack previously was General Counsel of FBOP Corporation, a \$16B bank holding company, and a litigation partner at Winston & Strawn, where he handled corporate disputes. Jack has also taught at St. George's College, a Jesuit high school in Kingston, Jamaica. He holds a J.D. from Loyola University of Chicago and a B.A. in English from Boston College.



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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 Year Up Chicago, 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 Year Up Chicago, 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 Chicago 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



Senior Director of Philanthropy

Chicago, IL

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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