



**Position: Director of Development, Memphis/Southeast Region**  
**Reports to: Executive Director, Memphis/Southeast Region**  
**Status: Full Time; Exempt**  
**Location: Memphis, TN**  
**Start date: July 15, 2020**

The **Director of Development** in the Memphis/Southeast Region office will work to strategically build the development effort to meet and exceed our ambitious fundraising goals, currently set at 1.6 million. The Director of Development will focus primarily on major gifts work, with responsibility for managing a portfolio of donors with the capacity to give gifts of \$5000 and above. In addition, the Director will work to grow and support our pipeline of donors, of all types and at all levels, and advance Facing History's visibility and profile in the region.

#### **Who We Are**

We are an experienced and professional Development team who care deeply about the mission and work of our organization. We are highly collaborative, both within our team and across all geographies, to ensure the effective local implementation of Facing History's development strategies. We benefit from sharing and support through Facing History's national development team and partnerships and learning from other geographies in order to ensure the effective local implementation of our larger development strategies. We depend on clear communication, commitment to each other as a team, positive energy, and a collaborative spirit.

#### **Who You Are**

You are a lifelong learner and a fundraising and relationship management expert who shares our passion for education, youth and community. You can communicate our mission effectively and convey urgency for our work. You are confident in your abilities to build relationships and secure funding for a worthy cause. You are an experienced leader and coach who is energized by the success of your team. You bring your experience and unique perspective to make us stronger together. You thrive in a team environment, bringing both strong collaboration skills and independent initiative.

#### **You Will:**

- Lead Regional Development efforts, overseeing the local Development team.
- Work with the Executive Director to generate and execute regional fundraising goals to fulfill organization-wide strategic plan.
- Serve as primary manager for a portfolio of current and potential individual major donors.
- Grow and manage local and regional institutional donor and family foundation portfolio.
- Participate as part of a local and national/international team to carry out Facing History's fundraising strategy and achieve revenue goals for the region.
- Engage targeted constituencies through additional programs and activities that deepen donor engagement and revenue growth, including new private individual and corporate events.
- Oversee and grow leadership and revenue for annual fall Benefit Dinner, (virtual in fall 2020) largest fundraising event for the region exceeding annual revenue of \$500K each year.

- In close partnership with the Executive Director, work with the regional Advisory Board, communicating Facing History’s financial model, building board development strategies, providing stewardship and support to Board members, identifying and cultivating new members, and overseeing sub-committee activities.
- Support other aspects of fundraising as needed.

### Qualifications

- At least 7-10 years of nonprofit development experience or relationship management experience, with demonstrated success in major gifts work, including closing high level gifts and knowledge of moves-management fundraising. Must be able to demonstrate past successes as a major gift fundraiser
- Engaging relationship-builder with excellent interpersonal skills and strong oral and written communication skills; experience building relationships with Board members preferred
- Familiarity with the Memphis/Southeast Region philanthropic and educational communities.
- Creative and flexible self-starter able to work both individually and as a member of consensus-seeking teams
- Organized and effective project manager, with the ability to manage multiple needs and assignments in a fast-paced nonprofit setting
- Genuine commitment to the mission of Facing History and Ourselves and ability to articulate the importance of the organization’s work to a variety of audiences
- Proficiency with Microsoft Office and Google office suite; experience with Salesforce or other fundraising databases required
- Experience in staff management required
- BA/BS degree or equivalent experience

*In addition to meaningful and rewarding work, Facing History provides an excellent and competitive compensation and benefits package including medical, dental, vision, life & long-term disability insurance, a 403(b) program with a discretionary organizational contribution, generous paid time off, an employee assistance plan & a travel assistance plan, pre-tax Transit-pass program, flexible spending health care and dependent care accounts, 4 voluntary Aflac plans, and a friendly work environment.*

*Facing History proudly values diversity and is an Equal Employment Opportunity Employer.*

**Applications ONLY accepted online at [careers.facinghistory.org](https://careers.facinghistory.org). Job posted until filled.**

### Company Overview

Facing History and Ourselves is an international non-profit education organization headquartered in Massachusetts. We empower teachers to help their students to think critically about history and to understand the impact of their choices. We provide professional development, coaching, and resources, through seminars and online courses that support the needs of educators worldwide who share the goal of creating a more informed, active and thoughtful society. With 9 offices around the globe, we reach millions of students each year through our worldwide network of more than 71,000 trained educators. More than 30 years of research has documented our positive impact on teachers and students.

The lifeblood of democracy is the ability of every rising generation to be participatory, responsible decision-makers. From the disturbing lessons of the Holocaust and other genocides to struggles for civil rights from Birmingham to South Africa, we trust students to wrestle with complex moments in world history. Our lessons help them understand the range of human behavior and allow them to make essential connections between history, their own moral choices and how historical events impact contemporary times.

[FacingHistory.org](http://FacingHistory.org) | [Twitter.com/facinghistory](https://twitter.com/facinghistory) | [Youtube.com/facinghistory](https://youtube.com/facinghistory)

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