

## Director of Development & Philanthropic Strategy

**Location:** Memphis

**Applicable work experience:** 7+ years

**Minimum salary:** \$90,000

### Slingshot Memphis

Slingshot Memphis is a nonprofit professional services firm that is revolutionizing poverty-fighting effectiveness. Our analytical and outcomes-driven approaches help ensure people experiencing poverty receive the most effective interventions to enable them to thrive.

Unlike business, medicine, and many other sectors that have established, objective processes for measuring outcomes, the poverty-fighting ecosystem hasn't developed these same standards. This has made it nearly impossible to know which programs and services most effectively reduce the social and economic gaps in Memphis, TN. Slingshot has addressed this by developing a new, standardized methodology to measure poverty-fighting effectiveness.

Slingshot's services lines (program evaluation & improvement, philanthropic allocation advisory, and social impact projects) help us achieve three primary objectives in order to realize our mission:

1. Equip decision-makers with the insights and tools to make more evidence-based decisions
2. Increase the allocation of financial resources to the most effective poverty-fighting efforts
3. Improve the effectiveness and outcomes of poverty-fighting efforts

Each of our service lines is enabled by the knowledge and insights derived from our proprietary poverty-fighting impact studies. These are 3–5 month projects with poverty-fighting organizations to evaluate their effectiveness and measure their impact. The results of the impact studies identify opportunities that can enhance the outcomes poverty-fighting organizations create for their participants, help philanthropists identify nonprofits that are best positioned to achieve their desired objectives, and identify the root causes that decision-makers need to address to see lasting change.

### Director of Development & Philanthropic Strategy

Slingshot seeks a strategic problem-solver who is exceptional at securing major gifts and supporting high-capacity philanthropists to effectively fight poverty. The role is responsible for securing 5- to 7-figure philanthropic investments from individuals and institutions. In addition, the role will contribute to developing philanthropic allocation strategies for these same philanthropists. The role is relationship-driven, but evidence-based, meaning that Slingshot seeks funding from, and advises, influential philanthropists who are focused on measurable impact, not just good intentions. This role will have an emphasis on expanding Slingshot's investor base while working closely with existing supporters to help them achieve their poverty-fighting objectives.

## **Responsibilities**

### *Development*

- Develop, implement, and oversee major gifts fundraising strategies and activities
- Build and execute multi-year fundraising plans with goals, work plans, and timelines
- Identify, cultivate, and steward new and existing long-term philanthropic relationships, creating clear pathways for deeper engagement and sustained investment
- Partner with Slingshot's leadership team to secure the funding needed to support annual budgets and the execution of strategic initiatives to achieve our mission
- Facilitate fundraising engagement from board directors and the Development committee
- Oversee fundraising operations and support the development of the necessary processes and infrastructure to support fundraising and philanthropic advisory efforts

### *Philanthropic Strategy*

- Help lead the creation of philanthropic allocation strategies by coordinating engagements and engaging in problem-solving sessions with leadership team and clients
- Support the development of exceptional client relationships by researching their situations, understanding their aspirations and needs, and responding to their requests
- Uphold a high level of confidentiality, discretion, and professionalism in all interactions

## **Qualifications**

- Deeply committed to Memphis, with a personal interest in fighting poverty, being disruptive, and building movements across a community
- Exceptional relationship builder and management skills that incorporate advanced emotional intelligence, empathy, and the ability to work with diverse personalities
- Demonstrated experience working with high-capacity philanthropists, with proven track record of asking for and securing large philanthropic investments (\$100k+)
- Strong project management and organizational skills, with experience managing multiple workstreams at the same time
- Self-directed and self-motivated, with a track record of identifying opportunities and implementing solutions that improve outcomes
- Strong collaboration skills and the ability to work with a team to meet objectives
- Excellent written, verbal, and interpersonal communication skills
- Experience communicating value propositions with written proposals and grants
- High integrity and strong commitment to professionalism and confidentiality
- At least 7 years of relevant development and fundraising experience, including direct responsibility for achieving fundraising targets
- Relevant bachelor's degree, postgraduate degree, and CFRE viewed favorably

## **Application**

Send your resume and a brief statement of interest to [careers@slingshotmemphis.org](mailto:careers@slingshotmemphis.org) with "Director of Development & Philanthropic Strategy" in the subject line. Your statement of interest should describe why you are interested in working with Slingshot and how you feel Slingshot and this role would help you achieve your professional goals. Slingshot will follow up with selected applicants to schedule interviews. Slingshot is an equal opportunity employer.