



NATIONAL DIRECTOR OF PHILANTHROPY

About Breakthrough Collaborative

Breakthrough Collaborative is a national leader in educational equity. The Breakthrough model provides college preparation support for students from under-resourced communities – starting in the critical middle school years – and prepares the next generation of diverse leaders with training to advance in the field of education.

With over 40 years of experience and a network of over 40,000 alumni, Breakthrough operates in 24 communities across the country and serves 10,000 students and 1,200 Teaching Fellows annually. For more information about Breakthrough, including recent initiatives and impact, please visit our [website](#).

Educational equity is central to Breakthrough’s mission and equity is one of our organization’s core values. We are committed to intentionally creating diverse communities and work to ensure that all identities – particularly Black, Indigenous, People of Color, and those that have been historically marginalized – are represented and supported. As a collective of community-based organizations, we strive to see the identities of the communities we serve reflected across all levels of the organization.

The Opportunity

The National Director of Philanthropy is a new position at Breakthrough Collaborative, joining a growing development and communications team that is currently implementing a multi-year national campaign to raise funds and support for our mission. With leadership from an active Board of Trustees and regional partners, the campaign is generating new interest and energy across the country. The National Director of Philanthropy will play a critical role in cultivating and stewarding major donors in several priority regions. As a secondary priority, the National Director of Philanthropy will also support corporate partnership opportunities, working closely with the Chief Development Officer, Board Development Committee, and the development and communications team. This position is an exciting opportunity to be part of a national organization that is accelerating its four-year strategic plan as we move into 2022, addressing pandemic learning loss, the teacher pipeline and national inequities in education opportunities.

This a full-time position that reports to the Chief Development Officer. The National Director of

Philanthropy will work remotely, with regular travel as/when safety allows.

Responsibilities

Fundraising – Major Gifts & Corporate Partnerships

- Work strategically with the Chief Development Officer to set goals, priorities, and direction for major gifts management and acquisition
- Successfully identify, cultivate and solicit donors to achieve annual and long-term fundraising goals
- Develop and manage engagement strategies to cultivate new donors
- Implement best practices regarding outreach strategy, prospect identification, donor screening, and donor reports
- Track development activity and donor interaction in Salesforce
- Research, write, edit, and prepare persuasive solicitations, correspondence, and other development-related communication materials in support of the department's fundraising activities
- Work closely with communications colleagues to hone messaging and marketing materials, and coordinate donor communications calendar
- Manage the major donor portfolio through a variety of annual activities, including events and appeals
- Cultivate and steward corporate giving related to events and other partnership opportunities
- Represent BTC at community and national events

Learning, Collaboration & Leadership

- Collaborate with colleagues on special projects
- Grow and nurture relationships with internal and external stakeholders at all levels of the organization, including National program staff, as well as regional affiliates
- Engage in learning and community experiences and present at Breakthrough meetings, trainings, and conferences (virtually and in-person)

Qualifications

Members of our team bring relevant experience, knowledge, and skills, as well as a commitment to our shared values and norms. While no one individual will possess all of the desired qualifications, we are looking for a candidate who possesses the appropriate and necessary blend of the following:

Educational & Work Experience

- Bachelor's degree in a related field required
- 6–8 years' experience and demonstrated success in major gift fundraising required

- Management experience preferred
- Experience working as a member of a remote and geographically dispersed team preferred

Skills

- Ability to assess the interests of various audiences and communicate ideas to compel individuals to action
- Demonstrated understanding of ethics related to fund development activities and ability to use discretion in interactions with donors, prospects, volunteers, and others
- Detail-oriented with strong troubleshooting, analytical, and problem-solving abilities
- Strong collaboration skills and team orientation
- Exceptional written, oral communication, and interpersonal skills
- Desire and ability to work, grow, and learn in a fast-paced environment
- Experience working with Salesforce, Asana, and/or other fundraising and project management platforms
- Ability to travel locally and nationally (*business travel at Breakthrough is currently suspended due to COVID-19*)

Values

- Deep commitment to educational equity and Breakthrough's mission
- Commitment to building community and growing relationships virtually as a member of a remote team

Our Team

The National Director of Philanthropy is a member of Breakthrough's National (headquarters) team of approximately 20 people. The National Office supports the work of Breakthrough's affiliates and works in service of our mission. The National Office provides leadership, resources, and support in the core areas of program development, Teaching Fellow recruitment, standards, evaluation, affiliate capacity building, professional development, brand management, and fundraising.

The National Office is located in the Bay Area, California. Our team has been largely remote for several years and staff are located throughout the continental U.S. Our team convenes in-person several times per year. (*Note, business travel is currently suspended due to COVID-19*).

Compensation & Benefits

The salary range for this position is commensurate with experience and expertise. We offer competitive health benefits, a 401k retirement contribution, and a generous paid time-off policy.

Most importantly, we offer the opportunity to work with and learn from an amazing group of mission-driven professionals!

To Apply

Please submit a thoughtful cover letter and resume that outlines how your skills and experiences meet the qualifications of the position. All application materials must be submitted through this URL: <https://breakthrough.tfaforms.net/306566> .

Applications will be reviewed on a rolling basis, with preference given to candidates submitting applications by **Friday, January 28, 2022**.