



JOB POSTING – Director of Development

Organization:	Right To Play USA
Department/Division:	US National Office
Work Location:	East Coast (New York preferred)
Work Arrangement:	A combination of in-office and remote-working in accordance with Right To Play's work arrangement and the operational needs of the department
Authorized to Work in:	US (Eligible to work legally without requiring sponsorship or work permit)
Target Start Date:	July 2022
Contract Duration:	Permanent/Full-time
Closing Date:	Open until position is filled

BACKGROUND:

Right To Play is a global organization that protects, educates and empowers children to rise above adversity using play. By harnessing play, one of the most powerful and fundamental forces in a child's life, we helped 2.3 million children last year to stay in school and out of work, to prevent life-threatening diseases like HIV and malaria and to stay safe from exploitation and abuse. We are the only global development organization focused exclusively on using play to transform the lives of children and youth impacted by poverty, war, disease and inequality.

Established in 2000, Right To Play reaches children through experiential programming in 15 countries in Africa, Asia, the Middle East, and North America. These programs are supported by our headquarters in Toronto, Canada; London, UK and eight national offices across Europe (Germany, The Netherlands, Norway, Sweden, Switzerland, UK) and North America (Canada, US).

With a shared passion for our mission, our Culture Code guides how we act and interact based on five core pillars:

- Accept Everyone – *Be intentional about inclusion*
- Make Things Happen – *Seek opportunities to lead and innovate*
- Display Courage – *Act with integrity*
- Demonstrate Care – *Look after yourself and one another*
- Be Playful – *Have fun at work*

Please visit [our website](#) to learn more about who we are and what we do, and [watch this video](#) to find out about the five pillars of our Culture Code.



JOB SUMMARY:

Reporting to the National Director, the Director of Development will lead on day-to-day development efforts and is responsible for working with the National Director to develop and implement a comprehensive and strategic fundraising plan, with a focus on Individual Giving and Unrestricted Revenue.

You will support the National Director and the Individual Giving team to execute a professional fundraising strategy aimed at raising \$2-3M annually over the next few years of our strategic plan.

You will regularly collaborate with the USNO National Director and liaise with the Board to strengthen existing relationships with funders and build relationships with a broader and more diverse funding base.

Some travel (10-20 percent) as well as occasional evening and weekend activity for donor events and meetings is expected.

PRIMARY RESPONSIBILITIES:

#1: Individual Giving (50% of Time):

- Lead strategy and implementation of a small team to raise \$2-3M annually, across multiple individual giving channels.
 - Manage a broad portfolio of HNWI individual donors (including leadership, major and mid-level donors and prospects; while the focus will be on raising unrestricted support, it may also be necessary to deliver successful philanthropic (restricted) grant proposal.
 - Responsible and accountable for solicitation pipelines and quarterly projections; ownership of qualification strategy and results for assigned portfolio.
 - With others, create solicitation and stewardship collateral to be used for this audience across various channels.
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#2: Fundraising Events (25% of Time):

- Work closely with the National Director and Board in the planning and execution of Fundraising Events to meet overall Event revenue targets and ensure strong donor engagement and follow up; and manage event details to ensure seamless, successful signature Right To Play events, including oversight of external event planners.
 - Manage event communications to donors and works with Finance and Admin team to ensure updates to donor information are entered into the CRM database.
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#3: Mass Market (15% of Time):

- Oversee Mid-level / Community Level Giving; establish and manage a planned giving portfolio.
 - Oversee Mass Market fundraising include direct mail, text, and Social Media campaigns and oversee list-building efforts.
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#4: Donor Outreach (5% of Time):

- Oversee prospect research efforts and donor outreach opportunities, including RTP's Signature Events, to engage a broad donor audience.
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#5: Other Tasks as Assigned (5% of Time)

MINIMUM QUALIFICATIONS (Must have):

EDUCATION/TRAINING/CERTIFICATION:

- Bachelor's degree or equivalent experience

EXPERIENCE:

- 8 years of fundraising or relevant experience and a proven record of success leading a team of major gift fundraisers
- Experience personally qualifying, cultivating, soliciting, and stewarding donors
- Significant professional experience managing and supporting development events and special projects
- Direct experience managing high net worth donors
- Experience with working with CRM databases and data-driven strategies

COMPETENCIES/PERSONAL ATTRIBUTES:

- Proven ability to build strong relationships and influence individuals at all levels of an organization, as well as external constituents
- Capacity to anticipate project needs, discern work priorities, and meet deadlines.
- Exceptional communication skills; articulate, with proven ability to write effectively and speak persuasively.
- Strong attention to detail; organized and systematic in donor follow-through and stewardship.
- Ability to make decisions independently combined with an ability to work as part of a team; ability to creatively problem solve and drive collaborative solicitation strategies that tap into donors' passions.
- Strong understanding of budgets and impact and ramifications of planning decisions.
- Collaborative and innovative leadership style, well suited to management in an entrepreneurial setting.
- Passionate commitment to Right To Play's mission, vision and strategic direction
- Ability to build effective relationships internally and inspire staff
- Familiarity with broader philanthropic community, influencers, and trends
- External facing relationship management skills
- Team oriented and positive attitude

KNOWLEDGE/SKILLS:

- Knowledge of fundraising best practices, including all aspects of donor cultivation, solicitation, and stewardship
- Knowledge of private philanthropy



LANGUAGES:

- Fluency in spoken and written English.

WHAT YOU'LL GET:

The opportunity to work with a passionate, innovative and collaborative team where you have the ability to make things happen. You will gain experience working for a globally recognized organization with a healthy culture premised on our Culture Code (**accept everyone, make things happen, display courage, demonstrate care and be playful**). In addition, we offer a competitive salary and benefits package including personal learning and development days.

HOW TO APPLY:

If you are interested in applying for this position, please apply [here](#) with your resume and cover letter in English.

While we thank all applicants for their interest, only those selected for interviews will be contacted. **Shortlisting of applications will begin immediately and interviews may be held before the closing date.**

Right To Play provides equal employment opportunities to employees regardless of their gender, race, religion, age, disability, sexual orientation or marital status. As such, we encourage groups who have been historically disadvantaged with respect to employment to apply for positions at Right To Play. We offer a family-friendly environment that allows for flexible work arrangements in order to support staff diversity and ensure a healthy work-life balance.

We are a child-centered organization. Our recruitment and selection procedures reflect our commitment to the safety and protection of children in our programs. **The successful candidate will be required to provide a satisfactory Vulnerable Sector Screening or equivalent criminal check as a condition of employment.**

Should you require any form of accommodation during the recruitment process, kindly contact the People & Culture team by email at careers@righttoplay.com

To learn more about who we are and what we do, please visit our website at www.righttoplay.com.