



POSITION ANNOUNCEMENT

Title: Director of Development
Location: Atlanta, GA

ORGANIZATION DESCRIPTION:

Founded in 2000, Year Up is a non-profit organization with a mission to prepare urban young adults aged 18-24 for life and work in our technology-driven society, while guiding them toward successful careers and higher education. Through a one-year, intensive training program, students receive a unique combination of hands-on technical and professional skills, college credit and corporate internships.

In our tenth year of operations, Year Up will serve more than 1,000 students per year across six sites in Boston, Providence, Washington, D.C., New York City, San Francisco and Atlanta, and expects to open the Chicago site in the summer of 2010. Year Up continues to be recognized as a non-profit leader; we have received numerous awards, including Fast Company Magazine's Social Capitalist Award for innovative business model and social impact in 2005, 2007 and 2008. In 2009, when 75% of non-profits either did not grow or remained flat, Year Up grew its revenue by 23%, enabling us to increase the number of students served by 56% each year since our founding. Much of our success is attributed to our talented and committed staff. Please see www.yearup.org for more information about our program.

ATLANTA OFFICE:

Year Up Atlanta opened in March 2009 and will have served 60 new students in its first calendar year with 9 full and part-time staff, numerous volunteers, and several interns. The Atlanta site plans to serve over 300 new students with a staff of over 30 by 2013. Year Up has an entrepreneurial, fast paced, collaborative high support/high expectations/high feedback culture. All staff members interact with students; facilitate student activities; and serve students as formal mentors/advisors.

POSITION OVERVIEW:

YU seeks a seasoned and creative fundraiser/manager with a proven track record to serve as Director of Development (DOD). Reporting to and working closely with the Atlanta site's Executive Director, the DOD is responsible for building a self-sustaining and scalable revenue "engine" and leading/managing all fundraising activities e.g. corporate, foundation and individual giving including strategy development, direct solicitation, donor relations and tracking system management.

The ideal candidate will be driven to generate and lead new projects & partnerships and will be prepared to manage all of the back-end work involved with a start-up organization. The DOD will collaborate with his/her counterparts at the national office and other local sites. Occasional domestic travel is required.

QUALIFICATIONS:

- Demonstrated passion for/commitment to urban young adults via proven volunteer or career activities
- Significant prior experience in ethnically, demographically and culturally diverse environments
- History of thriving in a fast paced, high growth, team oriented, flat organizational structure where priorities change rapidly, lines of authority are blurred and everyone rolls up their shirtsleeves
- 7+ years successful management level experience in all aspects of fundraising including:
 - grant writing; prospecting, cultivating relationships with, and soliciting corporations, foundations, individuals & public sector donors
 - planning and executing capital campaigns
 - special event planning and project management
- Intimate knowledge of/and existing relationships within the Atlanta fundraising community
- Special competency in individual giving, preferably within Atlanta philanthropic community
- An engaging and collaborative leadership style with mature interpersonal skills and the ability to juggle and manage multiple, competing priorities and deadlines
- Full working knowledge of fund raising tracking systems
- Seasoned no-nonsense supervisor, capable of making tough staffing decisions
- Excellent communication skills; history taking initiative & delivering results
- BA required, CFRE certification and/or MA in development/fundraising, highly desirable

Salary is commensurate with education and experience.

TO APPLY:

Year Up has partnered with the LeRoi Group for filling this search. For more information, please contact Kenneth Lee, kennethlee@theleroigroup.com, 404-508-0834 or click here: [Apply Online Now](#)

Year Up is an equal opportunity employer.