

# United Arab Emirates Jobs Expertini®

## Director of Development, Foundations

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Company: TeachForAll Inc

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

### Position Summary

Teach For All is looking for a Director of Development, Foundations who will work on Teach For All's Foundations portfolio and play a key role in raising significant resources from global foundations – accounting for a significant portion of Teach For All's overall revenue need. The Director will report to the Head of Foundations, working closely with her and Teach For All's CEO to execute on the fundraising strategy. He/she will help build and cultivate an engaged community of foundations who believe in Teach For All's potential to build collective leadership so that all children can fulfill their potential. Through this, the Director will work to secure financial commitments from global foundations in order to provide the resources needed to fuel Teach For All's global effort.

The Director of Development's primary responsibility is to lead the development of foundation partnerships and growth strategies to raise significant resources from global foundations for the Teach For All global organization and network partners via subgrants and the Catalyst Fund.

### Outcomes

The Director of Development, Foundations will:

Manage a portfolio of foundation donors, ensuring partnership delivery and maximizing fundraising potential for the global organization and the global network

Collaborate with executive staff and program leadership globally to identify and cultivate new prospects, with a stronger focus on the six-figure and higher levels

Play a significant role in contributing to Teach For All's overall fundraising goals and, when appropriate, help raise funding for network partners.

## **Roles and Responsibilities**

### **Fundraising and Donor Relations**

Manage a portfolio of top-level institutional funders and cultivate these partnerships alongside program and organizational leadership.

Lead organizational efforts to broaden the base of foundation funding through maximizing the level of support from current donors and identifying and cultivating new prospects.

Organize and facilitate donor engagement through learning experiences and other special projects, as necessary.

### **Communications**

Write and edit formal proposals, reports, letters, and other materials for donors and prospects. This will include writing/editing new material, adapting material prepared by other development staff and/or program staff, and reviewing the work of other colleagues as needed.

Work with network partner staff to write strong proposals for Foundations donors to fund network partners directly.

Maintain meticulous internal records and ensure relevant information is appropriately distributed internally.

### **Project Management and Relationship building**

Project manage cross-organizational projects, initiatives, and reports from initial idea to execution, leveraging expertise across the organization as needed.

Partner with programmatic staff to advance shared goals.

Build the relationships and insight to serve as a thought leader to Teach For All's network partners in accessing funding and support from foundations

### **Systems and Operations**

Maintain and update Salesforce (SF) for distinct portfolio of foundation donors, and work closely with the Senior Associate on the team to ensure entire portfolio is reflected

accurately in SF

In partnership with the Senior Associate sustain and improve the foundations pipeline and systems

Oversee progress to ensure full and effective utilization of Salesforce and other data tracking

**As the ideal candidate, you will bring:**

At least 5-8 years full time related work experience

Prior experience with one of our network partner organizations, either as a participant or staff member is strongly preferred.

Proven success fundraising

Experience with foundation giving, philanthropy and marketing strategies

Exemplifies Teach For All's core values and a commitment to

Ability to thrive in an entrepreneurial environment and manage a high-volume workload at a fast pace with strong attention to detail and a high bar for quality

Superb writing and communications skills

Able to navigate complex donor environments and internal/network environment with judgment, sound strategic thinking, and tactical skill

Comfort with a very high level of ambiguity

Demonstrated success in building strong prospect lists, and building relationships that yield expanded and multi-year funding

Exceptional attention to detail

Demonstrated ability to set vision and direction and then execute towards that vision

Strong ability to build relationships and influence others

Strong reasoning and strategic thinking skills; ability to demonstrate good judgment

## **What Teach For All Offers:**

to cultivating a culture in which all staff members feel they belong, are valued for their contributions, and have an impact on our organization's progress

Professional and personal enriching experiences that will allow ample opportunities to make a positive impact to the work of Teach For All and beyond

Comprehensive benefits package designed for your well-being and work-life needs

All roles are 100% remote, in some locations we offer the option for in-office collaboration

Generous time off and flexible work arrangements

And much more!

## **Compensation**

Salary for this position is competitive and dependent on country of hire and prior work experience and includes a comprehensive benefits package.

## **Work authorization**

This position is not eligible for employment visa sponsorship. All candidates must possess permanent local work authorization/permit in order to be considered.

## **Travel and Hours**

Travel possible, approximately 10% when it is safe to do so and in accordance with local travel guidelines. Given that we work across different time zones, some non-traditional hours for early or later calls are an expectation of this role.

## **Application Instructions**

If this opportunity sounds like the next best step in your career, please submit your resume or curriculum vitae and a one-page letter of motivation (in English) directly online. Your letter should summarize motivations for your application and how your skills and experience align with the terms of this opportunity. We look forward to learning about you and your passion for ensuring educational opportunity for all!

**Applications are reviewed on a rolling basis. Therefore, candidates are encouraged to apply at their earliest convenience.**

## **About Teach For All**

Teach For All is a global network of independent, locally led and governed partner organizations and a global organization that works to accelerate the progress of the

network. Each network partner recruits and develops promising future leaders to teach in their nations' under-resourced schools and communities and, with this foundation, to work with others, inside and outside of education, to ensure all children are able to fulfill their potential.

Teach For All's global organization works to increase the network's impact by supporting the development of new organizations; fostering network connectivity and learning; providing coaching and consulting; and enabling access to global resources for the benefit of the network.

### **Our Commitment to Diversity and Inclusiveness**

We are committed to building a diverse and inclusive organization that inspires individuals of all backgrounds – across nationalities, races, ethnicity, religions, political views, economic backgrounds, sexual orientations, physical disabilities, languages, ages, genders and prior experiences – to bring their full selves to the work of ensuring educational opportunity for all.

In order to maximize our effectiveness in fulfilling Teach For All's mission, we also feel it is important to focus on increasing representation and inclusiveness with respect to two dimensions in particular: we prioritize diversity of geography because this can help us quickly understand and connect with the diverse cultures and geographies of the world.

We also prioritize increasing the representation and inclusiveness of team members who themselves have experienced the inequities we're working to address by nature of sharing the background (e.g., economic, racial, and ethnic, religious) of the most disadvantaged groups in their countries.

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