



DIRECTOR OF DEVELOPMENT

JOB DETAILS

Hours: Full-time

Location: Washington, DC

Minimum Requirements: 3-5 years of experience raising money for non-profits or for-profit start-ups

Direct Report: This position reports to The Grassroot Project's Founder and Executive Director.

Salary: Commensurate with experience; includes healthcare, fitness, and 401k benefits

Application instructions: To apply, email a cover letter, resume, and list of three references to jobs@GrassrootProject.org. Please be sure to emphasize previous fundraising experience, including dollar amounts and your particular role in securing investors, donors, sponsorships, and/or grants. *Applicants that do not follow these instructions will not be considered.*

OVERVIEW OF POSITION

The Grassroot Project, or "TGP", uses the power of sports and the platform of athlete role models to educate, inspire, and mobilize youth to live healthy lives. TGP was founded in 2009 by college athletes from Georgetown University. The founding athletes created The Grassroot Project as an effort to fight DC's HIV/AIDS crisis by providing sports-based HIV prevention curricula in four DC schools. The organization grew organically over the following years, expanding to more than 60 DC middle schools and community centers and engaging college athlete volunteers from all four Division I universities in DC.

In 2017, TGP's staff, board, and volunteers committed to growing the organization from a single-disease prevention organization into a broader movement for health equity. Between 2017 and 2020, TGP created new curricula in the areas of adolescent mental health and nutritional health, as well as a range of activities focused on family engagement, clinical health linkages, and capacity-building.

TGP is now in a position to replicate its model and grow significantly, and the organization is currently building a strategy to pilot its programs in a market outside of DC. The Director of Development will provide fundraising leadership during our next stage of growth.

CORE RESPONSIBILITIES

It is expected that the Director of Development will be able to build, manage, and execute annual fundraising goals in partnership with our team. The Director of Development will



work with TGP's staff and Board to create a diversified and ambitious annual fundraising effort. While TGP has existing systems for recruiting and managing donors, we expect that the Director of Development will improve these systems and significantly increase our donor portfolio.

QUALIFICATIONS

- A proven track record in building a nonprofit or other enterprise, with a minimum of 3 years of full-time experience in a leadership or fund development role. Please be as specific as possible about your qualifications in this area. We are looking for a candidate for whom growing an organization is both a draw and a realistic expectation.
- Ability to organize and motivate a diverse team that will include TGP's staff, Board of Directors, and volunteers.
- A clear passion for health equity, innovation, volunteer-led community work, and youth development. We are looking to hire someone for whom this work is a calling and not just a job.
- Excellent written and verbal communication skills.
- Proficiency in database management (Little Green Light, Salesforce, or similar system).