



Title: Leader, Fundraising and Partnership Development

Job Location: San Francisco

Status: Full Time Non-Exempt

Reports to: Executive Director

*Are you looking to have a direct **impact from your work**?*

*Are you passionate about **human development and social justice**?*

*Do you want to work in a **creative environment** where you'll be challenged and inspired?*

Join All Stars Project and take part in a national movement to engage poverty using an innovative performance-based approach that creates a sense of belonging for young people.

Job Summary

The Leader, Fundraising and Partnership Development will join a dynamic team that has been building a partnership between young people and the business community that produces growth and new opportunities for everyone. They are responsible for acquisition, cultivation, solicitation and stewardship of individual, corporate and foundation supporters. The Leader will be out front on key segments of the annual campaign and serve as the assistant sales director for the annual Partners with Youth benefit luncheon. They will be focused on connecting our supporters, their families and the companies they are part of to our afterschool development programs and the inner-city young people who join these programs to gain exposure to the broader world, expand their capabilities and identities, and create new possibilities for themselves, their communities and the world.

What You'll Do:

- Play a lead role in developing and stewarding individual and corporate relationships. Partner with Executive Team (Executive Director and Associate Executive Director) and Youth Programs Coordinator to identify and prioritize involvement opportunities. Cultivate and expand executive champions from the Bay Area's diverse business sector.
- Write and produce appreciation reports and winning proposals to advance individual and corporate relationships, increasing involvement and financial support.
- Help pilot our two special events, our Annual Benefit Luncheon and All Stars Classic Golf Tournament, partnering with board members, individual and corporate leaders on developing, planning and executing their fundraising campaigns and creating a successful attendee and contributor experience;
- Lead the Annual Campaign, including conceptualizing, developing and executing print, digital, and telemarketing communications to sustain and grow our broad, grassroots network of individual supporters. Solicit gifts of \$100 to \$5,000.
- Oversee the production of special cultivation events designed to connect our supporters with our youth and programs, including cocktail parties, receptions with our Board members and national All Stars Leaders, and more.

What You Bring to the Table:

- Experience in stewarding relationships with individuals or corporations, with 1-3 years of meaningful experience in direct fundraising. Experience asking for donations in person or over the phone a plus.
- Knowledge of the corporate social responsibility landscape.
- A working understanding of the basics of annual and special event fundraising, including personal solicitation, donor recognition and acknowledgment.
- A high level of professionalism, team spirit, can-do attitude and aspirational thinking.

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- Strong verbal and written communication skills, ability to communicate with a diversity of audiences
- Use of MS Word, Excel, PowerPoint, and Outlook; online platforms such as MailChimp, Facebook, Instagram, and LinkedIn; fundraising database experience a plus (Raiser's Edge).
- Flexibility in schedule. Some evenings and weekends are required for events, phone-calling campaigns
- Bachelor's degree (required).
- Openness to new ways of thinking about and addressing intractable social problems, including poverty and the failure of education is a big plus!

What We Offer:

- Competitive salary commensurate with experience
- Strong health care package and benefits
- An uplifting, positive organizational culture centered around team, performance and improvisation.
- The chance to work with a powerhouse, non-profit executive, fundraiser and thought leader with access to a world-class national network of support and ongoing professional development for your role

About All Stars

Founded in 1981, the All Stars Project is changing the national dialogue about how to meaningfully impact the lives of people growing up and living in poverty, and the role that "outside-of-school" plays in preparing inner-city youth for success in their lives. At All Stars, inner-city youth participate in community talent shows, leadership training in the corporate world, an award-winning police-community relations program, and more. We have transformed our unique programs into a movement reaching 20,000 inner-city youth and families each year in 6 cities, raising \$10 million annually in private funding.

We have become one of the country's leading Afterschool Development organizations, creating a new model that uses performance as our approach to helping kids and their families grow on and off the stage, and bridge-building through volunteer and direct partnership initiatives between affluent supporters, their families, and the youth of All Stars. For more information about All Stars, please visit www.AllStars.org.

How to Apply

Send resume and cover letter along with minimum salary requirements (Word or PDF format only) to jobs@allstars.org.

Indicate "Leader, Fundraising and Partnership Development, ASP of the San Francisco" in the subject line of your email for fastest consideration. To learn more about All Stars Project, please visit our website at <https://allstars.org/>