



Title: Senior Director of Development
Location: All Stars Project of Dallas
Status: Full-Time, Exempt, Hybrid
Reports to: Chief Development Officer, ASP Inc., and the Associate Director ASP of Dallas
Salary Range: \$102,000-115,000

*Do you want to **impact** youth and underserved communities by **building bridges** and harnessing the power of human development, opportunity, and hope?*

*Become a leader of our **growing** national non-profit team, whose purpose is to **create** a more caring America by bringing out the **All Star** in everybody.*

Role Description

All Stars Project (ASP) of Dallas seeks a Senior Director of Development to implement our involvement philanthropy approach to drive revenue in our fastest-growing market. This is a role that will enjoy working with a strong existing donor base and an engaged board, and as our success continues, it will include meaningful career growth opportunities. The Senior Director of Development is a member of the leadership team of the ASP of Dallas and will work closely with the SVP/ City Leader of Dallas. This person will lead the planning and execution of cultivation and fundraising campaigns that reach hundreds of individual and institutional supporters each year. The Senior Director will be responsible for leading our annual Dallas fundraising benefit. They will manage and build a portfolio of individual, corporate, and foundation supporters, which they will cultivate and solicit. They will be involved in major gifts cultivation and support Board development. Finally, they will create and oversee the communications strategy for our support base across Dallas. The Senior Director of Development is an internal and external leader in the Dallas operation who supports and develops processes and systems and serves as a dynamic and skilled manager of people.

The Senior Director position is a hybrid role and requires some in-person attendance in the ASP Dallas regional office.

Key Responsibilities

- Responsible for raising \$1.75 million in private support for Dallas programs each year.
- Lead fundraising for our large annual benefit, leading campaigns to raise at least \$500,000 for Dallas. Work directly with honorees and co-chairs to build awareness and support for the mission.
- Manage a portfolio of 100 individual supporters at the \$2,500 to \$50,000 giving level and identify new individual, corporate and foundational prospects, with a focus on building \$10,000 and above levels of support.
- Partner with the Associate Director of Dallas, the SVP/City Leader of Dallas, and the Chief Development Officer to support the development of the Dallas Board, including producing and participating in board meetings.
- Partner with the Chief Development Officer, the CEO, and other senior leaders on Principal Gifts prospects and supporter engagement.
- Oversee the ASP of Dallas Annual Campaign, including strategizing and participating in phone campaigns, mailings, and email strategies to supporters. Develop cultivation and engagement experiences for supporters in partnership with the national ASP Annual Campaign team.
- Deepen corporate partnerships through stakeholder meetings, both internally and externally, and by collaborating with regional and national development staff.
- Directly supervise 1-2 members of the development team.



- Support high-level and leadership needs of the national development department. Participate in national meetings, strategy development, team activities, and more as assigned by the Chief Development Officer.
- Respond to additional tasks as requested by the Chief Development Officer, and the Associate Director of Dallas.

Qualifications

- Minimum of five (5) years of direct fundraising experience and two (2) years of experience as a direct supervisor of fundraising staff
- Strong verbal and written communication skills
- Strong project management skills
- Superb administrative skills, including use of MS Word, Excel, PowerPoint, and Outlook, with experience in Raiser's Edge, AirTable, and MailChimp preferred
- Flexibility in schedule for special events and other activities during peak seasons
- Understanding of and experience with the Dallas philanthropic market
- Understanding of poverty-related issues and a commitment to creating educational and developmental opportunities for inner-city youth in outside-of-school contexts
- Bachelor's degree or equivalent experience

The Organization

The All Stars Project (ASP) is a growing national nonprofit organization whose mission is to transform the lives of youth from poor and underserved communities using the developmental power of performance, in partnership with caring adults, giving everyone the opportunity to grow. ASP's afterschool development programs include performance programs, bridge-building efforts, and programs where we partner with the business community to help young people create a professional performance, while also building community and imagining new possibilities for their futures. We have transformed our unique, community-based and grassroots programs, founded in NYC in 1981, into a growing movement reaching 10,000 inner-city youth and families each year in 6 cities, raising \$11 million annually in private funding for our "development through performance – on stage and in life" programs.

We have become one of the country's leading Afterschool Development organizations, using performance as our approach to helping kids and families grow on and off the stage, and to build bridges through volunteer and direct partnership initiatives between supporters, volunteers, and the youth of All Stars.

How to Apply

Cooper Coleman is leading this search on behalf of the All Stars Project. Interested applicants may apply through our website at allstars.org/careers. Internal applicants log into ADP and go to Myself > Talent > Career Center.

To learn more about the All Stars Project, please visit our website at <https://allstars.org/>.