

DEVELOPMENT

NEW OPPORTUNITY

BOARDROOM TITLE: Director of Development

ON THE STREETS: Ms. Moneybags

LOCATION: Flexible, Virtual Team

SALARY RANGE: Competitive

BENEFITS HIGHLIGHT: 6 full weeks annual sabbatical
+ vacation + more

“ It started with two friends.
Now GirlTrek is the largest health
movement for Black women in America.
The leadership team is growing! ”

THE RUNDOWN

Develop and implement a strategic plan to raise vital funds for the nonprofit in a values-aligned, cost-effective and time-efficient manner.

SKILLS REQUIRED

- 5+ years experience fundraising with a competitive skillset in SalesForce, financial modeling and forecasting, annual reports, campaign development and event production; and success/experience in leading multimillion dollar campaigns.
- Proven strategist with professional execution.
- Excellent writer with cogent correspondence and ability to develop print marketing collateral related to fundraising in collaboration with graphic designers
- Ability to "manage up", closely collaborating with the CEO and COO and develop strong and responsive relationships with all stakeholders.

YOUR SECRET SAUCE:

- Insanely organized and systems-oriented
- Keen and responsive collaborator
- Savvy relationship builder and networker
- An eye for excellence
- Relentless focus on results

THE SCOPE OF WORK

- **GRANT MANAGEMENT:** Source and manage grant applications/relationships.
- **DONOR RELATIONS:** Identify prospective individual and corporate donors and develop strategies to cultivate those relationships. Establish ongoing communication and internal protocol to cultivate current and prospective donors and build deep and meaningful relationships with stakeholders.
- **CAMPAIGNS & EVENTS:** Develop annual fundraising program and calendar to structure a major gifts campaign, individual, corporate, planned and annual giving.
- **EVALUATIONS & REPORTS:** Establish internal systems for tracking impact data. Develop quarterly dashboards and annual impact reports for stakeholders. Ensure timely and accurate grant report to funders.

GIRLTREK'S 2020 VISION

- **RECLAIM OUR STREETS:** Inspire one million Black women to walk in their neighborhoods for joy, justice and health..
- **DISRUPT DISEASE:** Help 100,000 women establish a life-saving habit of daily exercise
- **INSPIRE BLACK GIRLS:** Create a bold and powerful new narrative of self-care.

THE MOVEMENT

Goal: **1 Million** Black Women
Strategy: **10,000** Health Activists
Progress: **165,000** Served
Employees: **15** Hot Girls and Gurus
Faculty: **85** World-Class Teachers
Impact: **100,000** Lives Saved

THE RECEIPTS

GirlTrek's team ranks among the top 1% of social innovators in the world according to Echoing Green. They were named "Health Heroes" by Essence Magazine. This year, 7 million viewers watched as they walked 100 miles on the Underground Railroad in Harriet Tubman's actual footsteps to raise awareness for the health crisis facing Black women. GirlTrek has been featured at the Obama Summit, The United State of Women, SXSW and Aspen Ideas Week and shared its powerful solution with:

ESSENCE CNN
The New York Times

TED THE ROOT npr

APPLY TODAY:

Email: talent@girltrek.org
Subject: Tech Innovation
Attach: Letter + Resume
Deadline: Jan 15, 2019
Start Date: March 1, 2019



"I think GirlTrek's founders are doing some of the most transformational work on the planet. It's big. I mean really big! And it's wise, because it's based on the wisdom of nature—that cataclysmic shifts start with a tiny seed."

- OPRAH WINFREY