

Regional Director of Advancement – Austin Advancement

About Austin

Austin is a vibrant city filled with a rich cultural heritage and is ranked as the #1 Best Place to Live for the second year in a row by U.S. News and World Report. The city of Austin is the state capital and holds the ranking as the 11th largest city in the United States. Currently, Austin is home to 10 of IDEA's schools and serves nearly 5,000 students at campuses in Austin, Kyle and Pflugerville.

In a city that is a hub for knowledge, IDEA is working to support the community through education, which is the single most effective anti-poverty strategy we possess as a nation. This is why we focus on AP courses for all students, college acceptance and matriculation. Only 1 in 8 Austin students graduate college-ready. Changing this statistic is part of the promise IDEA makes to current and incoming students. With over 2,000 families currently on our waitlist, our goal is to add 16 more schools over the next 4 years, including IDEA's first health professions school, in support of our mission of college for all.

Role Mission:

As Austin, Texas is currently IDEA's fastest growing region, the Regional Director of Advancement is charged with cultivating, navigating, and maintaining the external relationships for both the friendraising and fundraising needs to support the expansion plans of the region. A masterful communicator, relationship builder and fundraiser, the Director of Advancement has made six and seven figure asks with a record of results, has a keen eye for detail and is a strategic planner and executer.

The Director of Advancement – Austin is responsible for meeting ambitious fundraising targets that will allow the Austin region to successfully operate 26 schools serving approximately 13,000 students by 2022. These goals are met through: a) solicitation of foundations, individuals and corporations in the Austin region b) targeted donor acquisition and stewardship through a diverse portfolio of campaigns, events, meetings and school tours; c) community engagement efforts including cultivation of local, state, and federal elected officials; and d) ensuring the appropriate infrastructure remains in place to execute best-in-class advancement operations in Austin. The Austin Director of Advancement is also responsible for working with the Director of Grant Reporting and Prospecting on grant proposals and reports for Austin donors and supports the Executive Director with cultivating and sustaining regional board relationships and community partnerships.

Accountabilities:

1. **Raise \$1.5M in funding to support Austin region by June 30, 2020.**
 - Lead engagement and stewardship with IDEA's largest funders in the Austin region including raising required matching commitments to unlock additional funding allotments.
 - By June 30, 2020, retain 75% of donors who gave over the previous fiscal year.

- With the support of an events manager, strategically plan the Austin Opportunity Lunch 2019 (programming, guest list, networking) with an end goal of raising at minimum \$100,000 (net) at the event.
 - Actively engage local foundations that support public charter schools to support IDEA.
 - Cultivate local corporations, building relationships leading to grant and in-kind support for IDEA's Austin growth plan.
 - Partner with regional leaders and members of the Advancement team to ensure individuals feel well-equipped to lead and support high quality campus visits, engaging current and potential donors and champions of IDEA Public Schools.
2. **Ensure best-in-class development infrastructure in place in Austin**
- Execute organization-wide stewardship strategies within the Austin region so that all donors receive important and impactful acknowledgement
 - Ensure all contacts and contact reports are entered into IDEA advancement database within 48 hours of donor interaction or event.
 - Champion board and community partnership relationships for the region and provide appropriate level of detail, preparation and context for Executive Director to support cultivation and continued engagement.
3. **Build a sustainable coalition of Austin donors with a strong belief in IDEA's mission and willingness to advocate on behalf of IDEA.**
- Manage all Austin regional board correspondence, meeting schedules, agendas and presentations.
 - Work with Austin Executive Director to plan 4 regional board meetings a year with 90% attendance
 - Ensure 100% board member giving
 - Lead and plan regional tours working with schools' teams to prepare for funder and prospect visits.
 - Add ten new individual donors, foundations, or corporations giving at least \$25,000 or more each to IDEA Austin.
4. **Live values of IDEA**
- Believes and is committed to our mission: that all students are capable of getting to and through college
 - Is driven by outcomes and results, and wants to be held accountable for them
 - Has a propensity for action, willing to make mistakes by doing in order to learn and improve quickly
 - Thrives in an entrepreneurial, high-growth environment; is comfortable with ambiguity and change
 - Seeks and responds well to feedback, which is shared often and freely across all levels of the organization
 - Works through silos and forges strong cross-departmental relationships in order to achieve outcomes
 - Embodies IDEA's core values

Knowledge and Skills:

- Successful experience in relationship development, building personal trust and making successful grant proposal presentations, which have all resulted in philanthropic funding
- Knowledge of the Austin political and philanthropic landscape, including various philanthropic organizations, political groups, and business development organizations.

- Ability to synthesize multiple facts, data points, and stories into compelling narrative explaining IDEA's educational vision for the region to others.
- Strong writing skills for grant writing, reporting and donor communications
- Comfort with collaboration and coordination of relationships with decision makers and influencers of organizations
- Demonstrated capacity to take initiative, and manage multiple projects with limited supervision
- Experience working in a fast-paced, results-oriented, highly entrepreneurial environment

Qualifications:

- Bachelor's degree required, Master's degree preferred
- 5 years of experience in a development, advocacy, fundraising, grant writing, grant management or similar role
- Proven track record of personally achieving success
- Belief in IDEA's mission and an understanding of what it takes to achieve the goal of college for all children

Competencies:

- Fundraising
- Strategic Thinking
- Problem Solving/Analysis
- Communication (written and verbal)
- Project Management
- Ability to work extended workdays to support advancement and growth priorities
- Strong and optimistic team player