



### **Director of Development**

Are you a go-getter who believes in the mission of From the Top? Do you have strong people skills, exceptional organizational skills, and a proven track record? Are you committed to rolling up your sleeves and working creatively and collaboratively as a part of a small, passionate team? Do you have related experiences or transferable skills that you would like to leverage to benefit FTT's unique operating model and fundraising needs?

If you answered with an enthusiastic "Yes!" we hope you will apply to join our team.

### **About Us**

[From the Top](#) celebrates and empowers talented young musicians ages 8-18. We are an Education and Media non-profit best known for our NPR broadcast aired on nearly 200 stations across the U.S. Our musicians come from all walks of life and so do we. We hire great people from a wide variety of backgrounds, not just because it's the right thing to do, but because it makes our company stronger.

### **About the Job**

FTT seeks a strategic, creative, and hands-on individual to assume leadership of our fundraising efforts with an aim to substantially increase individual and institutional contributions. The Development Director will be an integral part of FTT's Leadership Team, working collaboratively with the Executive Director, the Director of Production Operations and Programming, and Board of Directors. Primary responsibilities include developing and driving fundraising strategy, increasing philanthropic revenue, providing exceptional donor/funder/prospect experience, and fostering an organizational culture of giving and gratitude.

We are a fully remote team that includes staff in all U.S. time zones. It is preferred that the Development Director live in or near Boston, New York, or Los Angeles. Travel will be required for in person donor meetings, fundraising events, periodic staff and board meetings, etc.

This a full-time position and includes benefits. Salary range starts at \$90,000. Laptop and business travel covered by FTT.

## **What You'll Do**

- Develop and maintain a thorough understanding of FTT's mission, vision, evolving programming, and future planning
- Bring a fresh and imaginative approach to creating and leveraging fundraising strategies
- Develop, implement, and continually assess an annual Development plan and strategies for raising and diversifying organizational revenue through timely and targeted solicitation, stewardship, and retention of individuals, foundations, businesses, and/or other local, state, and federal government sources
- Solicit and steward individual, major, corporate, and foundation gifts
- Plan and execute specific events and campaigns to meet fundraising goals
- Develop annual messaging, as well as project-focused framing and language to help bring donors of all kinds into the world of FTT
- Oversee one full-time Development Database Manager, manage and direct an external annual fund partner, a contracted grants writer, and optimize internal human resources such as the Executive Director and Senior Advisor in stewarding their portfolios
- Bring new and out-of-the-box ideas and strategies to individual and institutional fundraising efforts and support priorities set by FTT's senior leadership, performing other duties as assigned

## **About You. You Have...**

- Related professional experience, demonstrable creativity, and a willingness to learn
- A Bachelor's degree or comparable training and/or work experience
- A proven track record of growing major individual gifts OR a related and transferable skill set
- Demonstrated success in story-telling through conversation and in written communications
- Strong interpersonal skills including the ability to interact graciously with the public, develop relationships with prospects, donors, and other stakeholders, and handle confidential information with discretion
- Capacity to work independently and to establish and meet deadlines
- Ability to supervise others

We understand that no one candidate will have all desired qualifications and that there many ways to gain relevant experience for this position. We are dedicated to building a diverse, inclusive, and authentic workplace, so if you're excited about this role but your past experience doesn't align with every qualification in the job description, we still encourage you to apply!

**Sound like you?**

Click here to submit your application for the position described above: [Director of Development, From the Top](#)

From the Top Inc. is an equal employment opportunity employer. The organization adheres to a policy of making employment decisions without regard to race, color, religion, gender, sexual orientation, national origin, citizenship, age or disability.