

To Educate All Children (TEACH) Director of Development

To Educate All Children, also known as TEACH, seeks an enterprising and bold Director of Development *to support TEACH's robust fundraising function, including setting strategy, executing events and relationship building* in the Houston community.

Who We Are:

TEACH is a community impact organization currently operating in Houston Independent School District schools located in predominantly low-income neighborhoods. TEACH focuses on empowering educators by helping them build safe and calm classrooms through intensive training and coaching on classroom management, which focuses on areas such as de-escalation, conflict resolution, building students' self-image, and nonverbal communication. TEACH is a 501(c)3, tax-exempt charitable organization.

TEACH is on a trajectory of fast growth. We are creating a learning, growing, and thriving organization and need YOUR unique set of talents and skills to help us empower more educators.

Click [here](#) to learn more about TEACH'S program and results.

Reports to: Executive Director

Start Date: Summer 2020

Location: Houston, Texas

Who We Are Looking For:

We are seeking an experienced development professional who is adept at setting development strategy, managing multiple funding sources and is very comfortable cultivating high-value donor relationships. TEACH is interested in diversifying their funding sources to include more corporate donors, as well as foundation and government grants. Someone who is excited and energized by the potential of TEACH's growth and impact is a great fit.

Key Responsibilities:

- Set vision and direction for TEACH's development function
- Work closely with the TEACH board, the Executive Director and Co-Founder to ensure the financial health and strategic direction of the organization
- Plan and execute excellent events for diverse audiences, including but not limited to galas, outings and informational meetings
 - *A significant part of TEACH's annual raise is made at their gala event*
- Develop communication materials for TEACH to use with their various constituencies, including website, social media and board-facing materials
- Lead communication and development training sessions for TEACH staff members
- Diversify and grow TEACH's fundraising base
- Manage the Events & Communications Manager, Grants Coordinator, and Content Coordinator
- Support healthy database usage and systems

Who You Are:

- 5+ years of relevant experience
- Bachelor's degree required; master's degree preferred
- Stellar record of results setting and achieving a robust, comparable fundraising goal
- Success cultivating new donors and funding sources, as well as ongoing relationship management of current funders
- Previous experience leading communication training, with excellent written and verbal communication skills
- Budget-building and budget management experience required

- Previous education development experience preferred; some education-sector exposure required
- Ability to attend events on nights and weekends
- You love networking and are energized by connecting with people
- You are a risk-taker, willing to take chances and think innovatively about organizational growth
- You are willing to engage in tough conversations; you are a direct and proactive communicator

What we offer:

- Competitive salary (range begins at 95k), depending on experience and accomplishments
- 100% of employee health care costs are covered by TEACH, including dental and vision
- 401(k) retirement plan with 6% employer match
- Generous PTO policy:
 - 96 hours of PTO annually, plus the following additional paid vacation days:
 - Week of HISD's spring break
 - 2 weeks off for HISD's inter break
 - 8 additional days for holiday leave

To Apply: Interested applicants can email a resume and cover letter to alvina@toeducateallchildren.org.

The above is intended to describe the general content of and requirements for the performance of this job. It is not to be construed as an exhaustive statement of duties, responsibilities, or physical *requirements*. *Nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time.* Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.