



Senior Director of Fundraising & Development | EXEMPT

The Senior Director of Fundraising and Development is a strategic leader, fearless fundraiser, and community and relationship builder. In collaboration with the Executive Director, leadership and development teams, the Senior Director of Fundraising and Development will create and implement fundraising strategies to build, strengthen, and deepen existing and new supporter and donor relationships. The ideal candidate embraces the opportunity to lead and drive the adoption and implementation of Community-Centric Fundraising practices, ethical storytelling, and integrated advocacy. With a passionate and authentic voice, they will be a strong advocate in regional and state-wide conversations regarding education, equity, and career pathways.

This role is a hybrid position and will require travel.

Compensation

This is a full-time, salaried position and the starting salary ranges from \$100,000 - \$120,000. Salary is commensurate with experience. Competitive benefits package includes health, vision, dental, and a voluntary 401(k) program. Flexible work schedule and generous PTO.

Responsibilities

- Develop fundraising strategies to harness existing relationships and identify and secure new individual donors, and partnerships with corporations, government entities, and institutional foundations.
 - Lead, train, motivate, and partner with staff and board on fundraising goals, donor cultivation, and best practices.
 - Write and submit multidisciplinary and collaborative grant proposals, ranging in size, scope and complexity to foundations, corporations, government, and other institutions.
-



- Direct grant tracking process and reporting schedule, satisfying all reporting requirements in a timely manner.
- Partner with Executive Director and Director of Finance on operational duties related to grant contracts and negotiation.
- Actively engage in ongoing prospect research that identifies funding opportunities.
- Work with Executive Director to convene and leverage the support of Board of Directors, community stakeholders, and help identify and recruit new board members.
- Lead the planning and execution of fundraising events, including workshops and educational seminars.
- Promote a culture of Community-Centric Fundraising amongst staff, board, and donors.

Qualifications

- 4 - 6 years of nonprofit experience, preferably in a development leadership role.
- Demonstrated success securing grants, soliciting major gifts, and securing individual, corporate, and foundation support for a multimillion-dollar agency.
- Broad-based knowledge of development strategies, including the use of databases, social media, and membership programs.
- Integrity, positive attitude, and sense of humor with sensitivity to the needs of donors/volunteers and commitment to the highest standards of ethics in fundraising.
- Thrive in self-directed, collaborative, and ambiguous environments.
- Experience working with a diverse staff, community, and donor pool.
- Exceptional communications and interpersonal skills.
- Committed to expanding education access, increasing graduation rates, supporting career pathways, and the greater Tacoma community.

About Us

The Foundation for Tacoma Students (FFTS) is an educational nonprofit that is building and strengthening a community-wide movement to help every student achieve success



from cradle-to-career. FFTS plays a unique role in supporting Graduate Tacoma's community-wide movement to improve student outcomes. We align more than 350 community partners that span the entire education ecosystem: parents, educators, early learning and higher education, business and labor, youth and community service, civic and philanthropy, local government and communities of faith.

We connect stakeholders around shared goals, leverage data to inform decisions, align resources to scale strategies, and support continuous improvement processes. We center policy and advocacy to create a more equitable and sustainable system for all.

The Foundation for Tacoma Students is an equal-opportunity employer. We do not discriminate against any employee or applicant for employment because of race, skin color, ethnicity, religion, gender, sexual orientation, national origin, disability, age, marital status, military status, pregnancy, or parenthood. We are committed to maintaining a diverse and multicultural working environment and building an organization that is increasingly representative of the communities we serve.

How to Apply

To be considered, we require a resume and thoughtful cover letter that displays your qualifications, enthusiasm, and communication style. Please send materials to hr@graduatetacoma.org using subject line: Application for SR.DIRECTOR OF FUNDRAISING AND DEVELOPMENT - YOUR FULL NAME. No phone calls or recruiters please.
