



### overview

Building Tomorrow, Inc. (BT), an international social-profit organization empowering young people to invest their resources, time and talents in providing students in East Africa with access to an education invites interested individuals to apply for our USA-based Director of Development (*aka Financial Optimist*) position. This newly-created position will afford the chosen applicant with the opportunity to build the organization's development program, including acquisition, grants, social media, major gifts and events. Our ideal candidate has at least 3-5 years experience in fundraising/development, possesses excellent writing skills, communicates clearly, has energy and passion for our mission and looks forward to growing Building Tomorrow's annual revenues from approximately \$750,000 to over \$2 million in the coming years.

### the organization

Started in 2006, Building Tomorrow currently works with a growing network of over 25 collegiate chapters to directly support the construction of Building Tomorrow academies throughout rural Uganda. To date, Building Tomorrow has completed ten academies, providing safe classroom space for over 3,000 students with a full-time staff of just nine working in the United States and Uganda. Building Tomorrow has received funding and recognition for its innovative work from the Clinton Global Initiative, Echoing Green and Forbes Magazine.

### general responsibilities of position

- **Leading the formation and execution of Building Tomorrow's fundraising plan**
  - Significantly growing revenues annually to meet planned targets
  - Developing initiatives and programs to acquire donors and funders and managing a comprehensive annual giving plan to greatly expand Building Tomorrow's donor base
  - Working alongside our Millennial Motivator to strengthen fundraising efforts led by young people supporting Building Tomorrow's mission at current collegiate chapters
- **Fostering relationships with integral supporters and key stakeholders of Building Tomorrow**
  - Prospecting potential funding partners in the \$10,000-\$500,000 per year range
  - Working alongside board members to expand networks and maximize relationships
  - Authoring grant proposals and requests for potential funding opportunities
  - Arranging for key Building Tomorrow staff to visit, speak and educate a growing network of supporters about the organization's work in hopes of enlisting greater support
  - Stewarding existing supporters and finding ways to heighten their involvement
- **Managing Building Tomorrow's development communications and general operations**
  - Establishing an acknowledgment and stewardship system that allows for timely response to each gift
  - Clear, accurate reporting and tracking of gifts and fundraising initiatives
  - Stewarding donors by communicating through reporting, monthly email updates, and individual reports to specific donors
  - Effective stimulation of Building Tomorrow's donor network through social media channels
  - Overseeing and directing efforts of development-focused interns
- **Other duties as assigned**



### we want you to apply if...

- You have experience of successfully working alongside a team of diverse individuals
- You have a passion for education equality and believe in empowering young people
- You're a self-starter and committed to the greater good
- You enjoy navigating unforeseen challenges
- You're an incredibly creative thinker
- You're an exceptional team player with a great work ethic
- You have an unshakable thirst to be at the heart of social change
- You wish to put your talents, passion and skills to work for Building Tomorrow

### criteria to be met

- Bachelor's degree required
- Have at least 3-5 years experience in sales/development
- Knowledge of general funding community preferred
- Be willing to travel to Uganda on occasion to visit Building Tomorrow's in-country operations
- Possess excellent written and oral communication skills
- Demonstrate unwavering attention to detail and high levels of organization
- Able to juggle several demanding tasks at one time
- Command of Microsoft Office, DonorPerfect and social media suites
- Be generous with your time, demonstrating flexibility

### the details

Compensation will be commensurate with experience. Health insurance and a 403(b) retirement savings plan will be included. This position is based in Indianapolis, Indiana with the potential ability to work remotely. The Director of Development will report to Building Tomorrow's Chief Dreamer.

### to apply

Applications will be accepted until the position is filled at which point this listing will no longer be viewable on our website at [www.buildingtomorrow.org](http://www.buildingtomorrow.org). In order to apply, please send a cover letter, resume, contact information for three references, salary requirement and a writing sample to [jobs@buildingtomorrow.org](mailto:jobs@buildingtomorrow.org). Please ensure your application materials clearly state your name in the footer on all pages. If someone referred you to apply for this position, please provide their name at the bottom of the reference page.