



Director of Philanthropy

Yonkers Partners in Education (YPIE) is a nonprofit organization located in Yonkers, NY that partners with our students to ensure they are ready for, enroll in, and complete college. YPIE partners with the Yonkers Public Schools, business and philanthropic communities and higher education institutions and relies on detailed data to drive our decisions and programs. We believe that post-secondary success is key to meaningful and lasting improvements in the quality of life for our students and community.

Position Description

Reporting to the Executive Director who understands and participates in fundraising, the Director of Philanthropy plays a key role internally and externally in ensuring that Yonkers Partners in Education grows diverse funding streams so we can continue to provide our students with equal access to the critical tools and services necessary for college success. She/he will work closely with YPIE senior leadership to create strategies, realize new philanthropic and business relationships, and be an engaging steward.

Responsibilities include, but are not limited to:

- Develop and implement a multi-year, measurable plan to cultivate major gifts designed to fuel organizational growth with an emphasis on individual gifts, leadership annual gifts, planned giving, foundation and corporate gifts & events.
- Partner with senior leadership to create the strategic case for investing in YPIE, deepen relationships, expand the donor base and increase year over year giving.
- Create a calendar delineating annual giving appeals, special events, social media promotions, marketing pieces, and stewardship.
- Solicit contributions and seek partnership opportunities for major gifts from individuals, foundations and corporation.
- Identify new and monitor existing opportunities at grant-making foundations, corporations and federal and state grants; develop relationships to increase the percentage of grants awarded; and write grant proposals as needed.

- Maintain strong relationships with board members and continue to involve them in identifying, establishing, and advancing relationships with ongoing and prospective donors.
- Serve as lead staff for Board Development Committee.
- Create a system to acknowledge all gifts and ensure donor information is captured in the DonorPerfect database for future outreach and performance analysis.
- Establish and monitor metrics to track the effectiveness of YPIE's fundraising goals and engagement efforts.
- Develop a mechanism to ensure monthly reporting for all individual, corporate and foundation gifts received by YPIE.
- Partner with appropriate YPIE team members to ensure that donors, grantors and email recipients receive integrated and appropriate messaging.
- Partner with appropriate YPIE team members to develop, plan and execute mail and online appeals, and an annual report for donors.
- Serve as a member of the YPIE senior management team by staying abreast of organization-wide issues and contributing to the overall management, innovation and long term planning for the organization.

Qualifications

- Authentic interest in YPIE's mission and a genuine passion for philanthropy.
- At least 3-5 years' experience in fundraising, with success in identifying, soliciting and securing 5- and 6- figure commitments from corporations, foundations, and high net worth individuals.
- Ability to think strategically to create viable fundraising plans with ambitious but achievable goals and carry out the tasks necessary to achieve those goals.
- Outstanding oral and written communication skills including the demonstrated ability to articulate compelling cases for support.
- Mastery of donor software and proficiency in the Google Platform. Experience in DonorPerfect a bonus.
- Experience with digital philanthropy and social media engagement.
- Strong leadership skills with the ability to motivate board and staff to produce and succeed.
- A commitment to teamwork and the ability to engender team spirit in staff.
- Ability to work independently as well as part of a team.
- Growth mindset.
- A collegial, collaborative and communicative managerial style and sense of humor.
- Demonstrated success in establishing strong working relations with top executives and board members.
- Bachelor's Degree required, relevant advanced degree work preferred.

Compensation: Depending on experience – please state salary requirements in cover letter.

To Apply: Send resume, cover letter and salary requirements to ecutler@ypie.org

