



Resolution Project

POSITION ANNOUNCEMENT

Position Title: Director of Development

Location: New York, NY

Classification: Exempt, full-time

Reporting To: CEO

Start Date: Immediately

Salary Range: \$120,000-\$150,000

Work Environment: Hybrid (in NYC office at least 2 days per week)

About Resolution Project

At Resolution Project, we see the spark of passion in young people. We work with them to build it into a lifetime of impact. People do not need decades of experience before they can start making a difference in the world. Especially while young, they have the energy, idealism, and ambition to address complex challenges—today. But they need a community that invests and believes in their leadership. Resolution provides this support to young innovators around the world so they can break barriers and ignite meaningful change.

The Resolution Fellowship is the core of our work. To become a Resolution Fellow, young people first compete in our Social Venture Challenge (SVC), pitching ideas for social enterprises in their communities. Those who are selected become Fellows, receiving seed funding and lifelong support. Resolution is there, even if they evolve or pivot from their original ideas, with global resources, mentorship, expertise, and community, along with a growing network of local partners. These components come together to form a proven model that identifies promising young leaders, launches their first ventures, and sticks with them as they grow.

Since our beginning in 2008, Resolution Project has launched and supported the growth of over 500 Fellows, working across six continents and in over 80 countries. Altogether, our Fellows have impacted the lives of more than 4.6 million people around the globe. Through Resolution Project, young leaders receive unmatched guidance and wisdom from a team of partners, volunteers, and innovative peers around the globe. We remain committed—today and always—to all of our Fellows and to expanding our outreach to lower-resourced communities.

Position summary

Resolution seeks to hire a Director of Development (“Director”) as a frontline fundraiser, department head, and key member of the leadership team. The Director will provide clear vision, leadership, and direction on effective strategies for meeting Resolution’s annual revenue goals (\$3.4MM) and growing its revenue potential to support greater impact for years to come. This individual will work closely with the CEO to design fundraising approaches and deploy the CEO and Board for maximum effectiveness. The Director will manage a portfolio of existing corporate and foundation relationships; and identify, cultivate, solicit and steward new individual, foundation and corporate donors. This individual will also oversee existing department systems, staff, and practices to direct scaling efforts. Resolution has a strong Board and Advisory Board in place with whom the Director will partner to cultivate, solicit, and steward donors. The Director will partner with an events consultant, staff, and volunteers to plan, execute, and grow two major annual fundraising events, two large annual campaigns, as well as several smaller events throughout the year. The Director will also work with volunteer leadership to support various fundraising activities for the broader volunteer community. The Director will lead a department including an Assistant Director of Communications, Senior Community Engagement Associate, Development Coordinator, and soon to be hired Development Associate, and will be responsible for directly managing 2-3 of these individuals.

This opportunity is perfect for someone who is skilled in fundraising and who thrives at building and sustaining meaningful relationships. The position requires a passionate, detail-oriented, hard-working individual who can set direction, execute on planned activities, and build deep and lasting relationships with donors and team members. The successful candidate will have a proven track record of success in front line fundraising and will bring the ability to expand on Resolution’s existing base.

The candidate must have a flexible schedule, be prepared to join meetings and conference calls earlier and later than regular business hours – including some weekends – and be willing to travel occasionally.

Key responsibilities

Fundraising Strategy

- Work with the CEO to design, execute, manage, and evaluate a comprehensive fundraising strategy that allows the organization to grow and increase our impact.
- Develop and deepen relationships with foundation and corporate prospects and partners, and expand Resolution’s network of individual donors.
- Grow a scalable, renewable major gifts program.
- Design, execute, and assess giving campaigns and donor appeals.
- Oversee all fundraising communications strategy for the organization, serving as a thought partner to the Assistant Director of Communications and CEO.

Direct Fundraising

- Manage and expand a portfolio of individual donors and prospects with the capacity to make major gifts, leading face-to-face solicitations and other direct engagement, and deploying the CEO to participate in or lead solicitations where appropriate.

- Proactively develop goals, strategies, cultivation, solicitation and stewardship plans for each donor, ensuring that each one receives frequent personalized engagement, with the support of the rest of the development team.
- Oversee messaging, talking points, proposals, and materials for development activity created by the development and communications team.
- Supervise staff members conducting prospect research, donor outreach, Salesforce data management, and creation of fundraising activity reports.
- Secure and steward event sponsors.

Leadership

- Manage, mentor, and support all Development & Communications staff.
- Provide goals and projections to inform the annual budgeting process.
- Attend board meetings and work with board members to assist with fundraising objectives.
- Represent Resolution at relevant conferences, workshops and meetings.
- Actively participate in organization-wide strategy discussions and ongoing conversations as a Department Head.
- Foster a collaborative environment and manage cross-organizational relationships.
- Lead on special projects as determined by opportunity and need.

Other duties as requested.

Qualifications

The ideal candidate has at least 7 years of demonstrated fundraising experience and success with progressively increasing responsibility.

- Experience building and growing a major and HNWI donor program with demonstrated success in revenue growth
- Demonstrated ability to work effectively with many constituencies, including board members, corporate partners, donors who are volunteers, family offices and foundations, institutional funders, and ultra-high net worth prospects
- Strong network within the philanthropic community
- Prior management experience
- Excellent interpersonal, written, and verbal communication skills with vigilant attention to detail and demonstrated ability to meet high-quality standards
- Computer literacy, including extensive knowledge of Microsoft Office (Word, Excel, PowerPoint) and Google Suite
- Experience with donor database software (Salesforce preferred, but training is available)
- Commitment to the principles of Inclusion, Diversity, Equity, Access, and Learning (outlined here in our DEI statement: <https://resolutionproject.org/deistatement/>)
- Resolution requires that all staff be fully vaccinated with an FDA or WHO authorized vaccine (or approved for an exemption as a reasonable accommodation due to a

medical reason or sincerely held religious belief). Resolution abides by each state's requirements and acknowledges those may change over time. If moved forward to the phone screen stage, you will have the chance to ask a team member more about this requirement.

Preferred

- Experience managing a team and administering a department
- Experience working in the social entrepreneurship space and an understanding of the major funders.

Benefits

Resolution does our best to provide a competitive benefits package to our team. Full-time Resolution staff members have access to a range of health plans as well as coverage for dental, vision, life, and disability insurance, covered at 100% for the employee. Full time staff also have access to generous paid time off and robust professional development opportunities. In addition, employees may opt into FSA, HSA, transit check, and other voluntary insurance policies.

To apply

<https://resolutionproject.pinpointhq.com/jobs/42290>

No emails or phone calls, please.

Resolution is an equal opportunity employer. The organization does not engage in and prohibits discrimination in employment opportunities or practices on the basis of race or ethnicity, color, national origin, ancestry, gender identity, sex or gender (including pregnancy), LGBTQ+ status or sexual orientation, age, religion, creed, physical or mental disability, marital or partnership status, veteran status, military service status, or any other characteristic protected by state, local or federal law.