



Director of Development



The Gratitude Network

Improving Childhood and Enriching Education

History

Over a decade ago, growth and interest in the global funding of social ventures through entities such as the Ashoka Foundation, The Robinhood Foundation, Enactus and other social business networks, NGOs and large micro-finance institutions began to rapidly increase. Many of these organizations only focused on the creation of social ideation at the local level. Realizing there were very few financial options to assist social businesses in developing into regional, national, and global business, Randy Haykin sought out input from trusted senior leaders and formed [The Gratitude Network](#) (TGN) in 2010.

Today, TGN is a vehicle established for mentors seeking to make an impact in the area of social entrepreneurship on a global basis. TGN's aspiration is to combine the best practices of a Silicon Valley-style venture fund approach with a global network of coaches and mentors to assist and nurture scale-up social impact organizations.

TGN's key goal is to mentor and connect these social entrepreneurs with complementary offerings and/or support networks. With this approach, TGN uniquely combines not only knowledge from a variety of impact investors, but also connects award recipients with important funding sources where relationships are developed, all while working with non-profit and for-profit entities, focused on growth-stage investment on proven business models and concepts. Future fundraising will focus on continued expansion of the mentoring program, but will also include creation of an investor database and other financial support for these highly innovative social impact companies.

Why?

TGN believes in the power of social entrepreneurs to create and sustain a world where All Children's basic needs are met.

What?

TGN enables this by leveraging a network (community) to magnify (amplify) the work of these social entrepreneurs. TGN identifies, nurtures, mentors and funds innovative "scale-up" enterprises to impact the lives of children throughout the world.



Programs

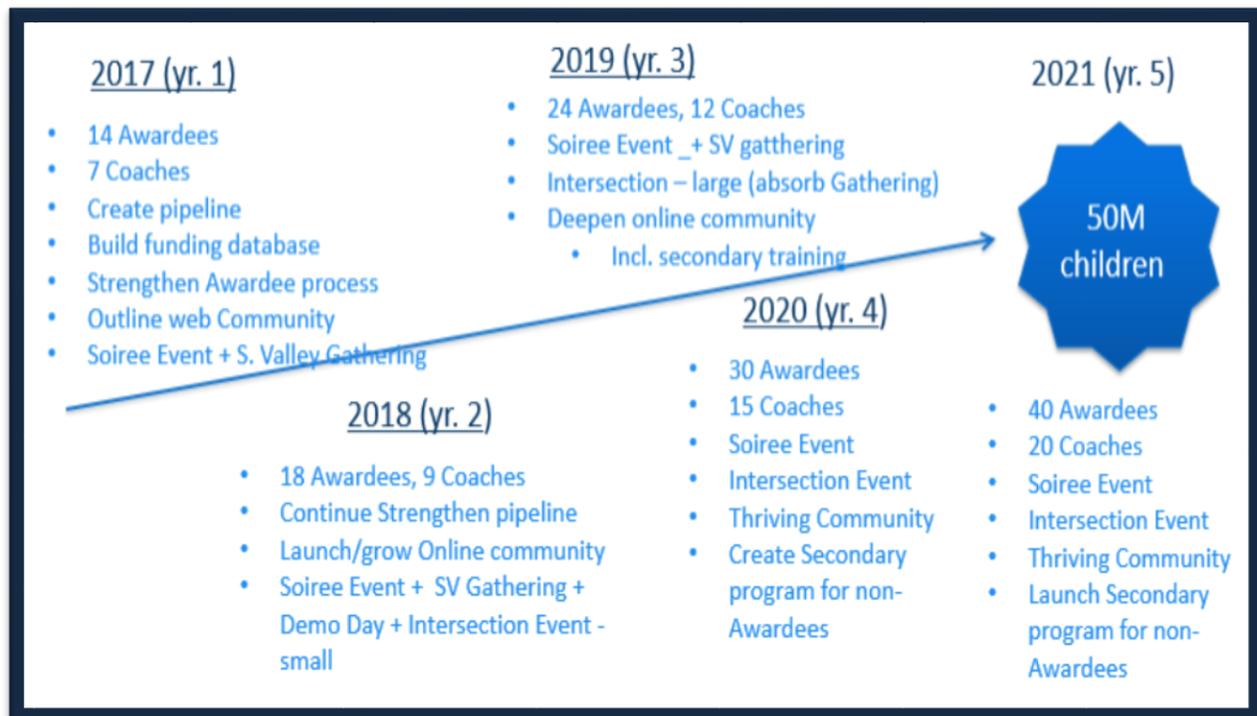
The Gratitude Network focuses on entrepreneurs who demonstrate an innovative business model, product, service, or dynamic leadership to create a **compelling vision for sustainable social change**. TGN conducts an annual search for the world's greatest "social entrepreneurs" – particularly those serving children at the "base of the pyramid" or "Majority World" –

people who are marginalized by society today and live in fear, poverty, or unhealthy conditions. To find these dynamic entrepreneurs, TGN partners with other firms in venture philanthropy, large humanitarian organizations (who already have the reach into most countries) and universities (who are turning up some of the most innovative new entrepreneurs). Once these entrepreneurs are selected, TGN works closely with its portfolio companies, investing time in these key areas:

1. Deep guidance from the knowledgeable Strategic Coaches;
2. Match-ups to our extensive Mentor Network providing access to global expertise in a wide variety of start-up areas for building/scaling the business, hiring the right team and funding the entity;
3. **Connections and introductions to funding** sources and sometimes in the form of a Gratitude grant, award, loan or direct investment; and
4. Membership into a **structured peer group** that meets regularly.

Beginning in early 2016, TGN refined their focus to the area of Children and Education (K-12) globally, including these sub-segments: K-12 learning systems, platforms and apps; childhood poverty; childhood disease or nutrition; children's rights; education reform; social/emotional learning; and youth and incarceration

Over the next 5 years, TGN seeks to have a “systemic” impact on 50M children through the work of the entrepreneurs they support, and to be known as the global thought leaders for social organizations seeking to expand and scale. See more detail on TGN's 5-Year Strategy in the image below:



Director of Development

Overview

The Director of Development will report to the Managing Director, Laura Traxler, who has key experience in fundraising, marketing, process building, strategic planning and leadership. Think of this as more of an investment banker role than a traditional major gift officer position. The Director of Development will become the link between smart money and great social enterprise initiatives. The right person to fulfill the expectations of this role will creatively access motivated givers “to raise a fund” to support and accelerate the work of impact oriented entrepreneurs selected in an annual competition for mentoring and funding by The Gratitude Network.

The Director of Development is responsible for furthering the mission of TGN by managing all fundraising activities to maintain a high level of public awareness about TGN and the importance of philanthropic donations to its programs and services. The goal in 2017/2018 is to identify 8-10 founding families who will commit \$50K per year for a minimum of 3 years. In addition, finding key corporate foundations, family offices or dedicated private foundations that share the values and objectives of TGN could add an additional \$150K - \$250K to the fund from which competition winners will receive investments in their social enterprise initiatives.

Together with the Managing Director and Founder of TGN, he/she will create and execute the overall strategy for funding TGN with major donors, including family and foundation donations, corporate gifts and grants. The preference is for the Director of Development to be located in, or willing to relocate to, the San Francisco Bay Area, but consideration will be given to strong candidates who wish to reside beyond that surrounding geographic location.

Responsibilities

The Director of Development will hold the following responsibilities:

- Create a national and global community of like-minded funding sources;
- Develop strategies and drive implementation of fundraising efforts that lead to accomplishment of financial targets required for successful operations;
- Grow a major gifts program including identification, cultivation and solicitation of major donors: corporations, foundations, families and individuals;
- Research and create pipeline of potential funders from high net worth families and/or their foundations and from relevant national/international foundations;
- Build the planned giving program with a focus on deferred gifts such as bequest expectancies;
- Plan activities, events and meetings with key corporate players, high net worth families/individuals and foundations; ensures the right audience and right presenters are put together;

- Maintain timely and consistent contact with donors/supporters and potential donors/supporters in order to establish, sustain and enhance positive relationships leading to an initial gift, ongoing gifts and upgraded gifts – including bequests;
- Direct the annual fund program, including mailings and annual fundraising drives
- Direct capital campaigns and other major fundraising drives;
- Identify opportunities and prospects for foundation funding;
- Oversee grant seeking including research, proposal writing, and reporting requirements;
- Preparation and delivery of presentations to various constituents;
- Coordinate fundraising special events;
- Partner with the Event Manager in annual fundraising Soiree and other donor events;
- Creation and management of CRM/donor information system/ database (e.g. Salesforce);
- Management of external relationships with partners, and collaborators;
- Communicate effectively with a variety of public constituents to advance TGN's mission and expansion;
- Oversee creation of publications to support fundraising activities;
- Create a community of like-minded potential funders
- Maintain gift recognition programs.

Key Candidate Characteristics

- Embrace the child- and education-centered, and entrepreneurial mission of The Gratitude Network;
- Exceptional relationship, oral and written communication skills;
- Entrepreneurial, collaborative and team-oriented;
- Self-starter with flexibility to adapt to a variety of workload assignments;
- Ability to work with, leverage and motivate staff, board members and volunteers;
- Willingness to spend time out of the office building external relationships;
- A positive attitude, concern for people and community;
- Demonstrated “presence,” self-confidence, common sense and good listening ability;
- Passionate about children and education, exhibited in professional or volunteer contexts.

Requirements

- 10+ years in non-profit fundraising and business development, with proven ability to secure and maintain relationships with donors of major gifts, including corporations;
- Proven record of accomplishment of success in establishing, sustaining and enhancing relationships leading to an initial gift, ongoing gifts and upgraded gifts from both major donors and corporations;
- Working knowledge of fundraising/development techniques, practices, standards, and reporting, specifically in the areas of major gifts and corporate giving;
- Working knowledge of most of the following: Salesforce (or similar system), video communication tools, GuideStar, Dropbox, GoogleDocs, PowerPoint, Word and Excel;

- Bachelor's degree required; MBA preferred;
- A strong plus (but not required): Existing network of established and relevant donor relationships, specifically with corporations and foundations;
- A plus (but not required): Experience in developing, submitting, socializing, securing, and managing grant proposals from foundations and other relevant sources;
- A plus (but not required): Experience in PR and marketing communications;
- Ability to travel up to 20%. Expectations for first year travel are 10%;
- Candidate should live in or be willing to relocate to the Pleasanton / San Francisco Bay Area;
- Some consideration may be given to qualified U.S.-based candidates who are not able to relocate.

For more information, or to apply for this position, please contact

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