

## Development Director



### BACKGROUND

We are about the ideas and leadership that drive prosperity for future generations. Thinking forward, leading now. The Gen Next Foundation utilizes a venture philanthropy approach to put strategic minds, resources, talent, and often eclectic collaborations to boost social enterprises and big ideas in the areas of global security, education, and economic opportunity. We have the heart of an NGO and the approach of a determined entrepreneur.

We work alongside Gen Next, Inc., an invite-only nationwide network of accomplished, fun, and purposeful leaders — CEOs, entrepreneurs, and visionaries. Gen Next provides a platform for its network to learn about and engage on critical long-term issues. You will fundraise for the Gen Next Foundation, leveraging the assets brought by our network.

Our Development Director will work with the President to develop and engage an expansive network for prospective donors and steward an existing donor community. The Development Director must be an extraordinarily ambitious, entrepreneurial, relational, and curious professional who can manage big and purposeful people and focus their ideas toward impact for the foundation.

### VITALS

**Director Level:** You'll report to the President.

**Location:** Reporting to HQ in Costa Mesa, CA is preferred. With the team and Membership distributed throughout the county, some travel may be necessary.

### YOU'RE MOST LIKELY A FIT IF

- You have a record of achievement in fundraising and are ready to raise aggressively from our network as well as external sources.
- You have a record of working collaboratively across a diverse team. Our team culture demands it; and functionally, our local directors hold the primary relationships with our Members, so tapping into their knowledge is critical.
- You thrive in an entrepreneurial environment where “everything is possible” but resources are scarce.
- Organization, prioritization, details, execution, and measurable results are the name of your game... A critical point because there's a number of moving parts in the organization.
- You can talk business, culture, politics — and quickly learn on the fly. Working with our network, you need to be current and know a bit about a lot.
- You're entrepreneurial, fun, intellectually curious, and passionate—and it shows.

### THIS ISN'T FOR YOU IF

- You have little fundraising, biz dev, or sales experience, particularly with high net-worth individuals.
- You can't carry a conversation with c-suite execs and feel uncomfortable making asks.
- You are uncomfortable being accountable to quantitative results.
- You struggle to synthesize information into a coherent strategy and plan.
- You struggle balancing and making connections between tactical work and high-level strategy.
- You take yourself too seriously and don't have a sense of humor.

### DETAILS

#### 1. Lead major donor fundraising within our network and beyond

- Tap into our network of high net-worth individuals to become donors, and leverage them for future introductions and cultivation. We have a wealth of existing resources to help you identify and prioritize prospective donors within our world. Coordinate closely with our team of local directors to develop relationships and steward future donors.

## Development Director



- Grow the donor pipeline beyond just our existing network. Who should we meet to unlock new donor avenues and expand our footprint? Who is connected to our network? Solve that.
- Secure pledges, collect outstanding donations, and manage the full prospective donor process leading up to that. This includes sourcing leads, managing our CRM data, building a schedule and timeline for cultivating prospective donors.

### 2. Steward new and existing donors on behalf of the Foundation

- Connect with past donors and work through the Gen Next team to maintain their engagement in our mission and vision.
- Work with the Executive Director to manage and broaden the use and value of our defined donor groups.
- Oversee the creation of promotional materials, and explore new methods to advance our capital campaign on our way to achieve global domination for future generations.

### OUR ISSUES

You don't need to be an expert, but you do need to be open-minded and learn quickly!

- **Mission-Driven Leadership:** What's the leadership culture in the U.S.? Let's shape it.
- **Economic Opportunity:** Competitiveness, public debt, entitlements, workforce—fun stuff.
- **Education Reform:** A moral and economic issue. We need baller teachers, options for parents, etc.
- **Global Security:** American leadership, diplomacy, democracy, realpolitik, counter-extremism... Easy, right?

### PERKS & BENEFITS

- Flexible time off. Freedom with accountability.
- Health, dental, vision, life, and short-term disability insurance.
- Books, more books, and constant opportunities to learn.
- Access to a world class network of impact-driven entrepreneurs, influencers, and disruptors.
- A cooperative, irreverent, high-performance team culture of striving to help you become the best version of yourself.

Reasonable accommodations will be made to enable individuals with disabilities to perform the essential functions of the role.

### COMPENSATION

The salary for this position is commensurate with experience.

### HOW TO APPLY

Please send your current resume and cover letter to Kim DeAllen, Head of People Empowerment, at [kim@gennext.com](mailto:kim@gennext.com).

**A note to applicants:** These are heavy, long-term issues that affect future generations. We need and want to surround ourselves with ambitious, happy warriors. If that's you, then join us!