



Vice President of Development

Location: US - remote position

Girl Rising seeks a passionate Vice President of Development to help shape the future of the organization at a time of significant growth. With the launch of three exciting new programs - Future Rising, focused at the intersection of climate change and girls' education, 1 Million Stories to Remake the World, a new large-scale storytelling initiative, and a four-year in depth evaluation of our expanded Girl Rising Curriculum - Girl Rising is poised to expand its development program. The Vice President of Development will serve as a member of the Senior Leadership team and play a key role in shaping strategy, building new partnerships, and leading Girl Rising as we deliver on our mission, including a \$10M fundraising campaign to celebrate our 10 year anniversary in 2024.

Our team is fully remote, with staff working across eight countries. We are an ambitious, caring, high energy team, passionate about our mission to change the way the world values and invests in girls and girls' education.

Girl Rising Background and Mission

Girl Rising, a U.S.-based non-profit, uses the power of storytelling to change the way the world values and invests in girls and their education. Girl Rising began in 2009 as a social action campaign with a film at its center, profiling nine girls around the world, each defying the odds and confronting barriers to education. We have evolved into a global non-profit that collaborates closely with local organizations, providing educational resources, teacher training, and financial assistance to advance our partners' adolescent girls' education and gender equity work.

To achieve our Mission, we:

- **CREATE** films, media content and educational resources that tell the stories of girls and how the ripple effects of educating girls transform families, communities and entire nations.
- **COLLABORATE** with organizations around the world to support locally led change that accelerates and strengthens quality education and greater opportunity for girls.
- **ACTIVATE** change by inspiring individuals, from parents to presidents, to support action for girls' education.

Position Description

The Vice President of Development will collaborate closely with Girl Rising's Board and CEO and oversee a development team of four to manage Girl Rising's growth and expansion. The position will refine and expand Girl Rising's fundraising strategy, ensuring diversified revenue and sustainable growth from individual and major donors, corporate partners and foundation and government funders. Experience raising funds within the international funding landscape is preferred. The role will design and lead a strategy to raise approximately \$20 million in philanthropic revenue over the next three years.



Duties:

- Work closely with the CEO, as a member of the Senior Leadership team and with the Board to determine organizational priorities.
- Oversee and manage the Development team (Director of Individual Giving, Associate Director of Institutional Funding, Development Manager, and Development Coordinator), set performance goals and lead performance reviews.
- Refine fundraising objectives and develop a comprehensive strategy to significantly achieve greater diversification in revenue from foundation, corporate, government and individuals donors, including a newly refined major gifts program.
- Establish strategies to identify prospects and bring in new revenues to support Girl Rising's storytelling, program implementation and research and evaluation objectives. ● Create compelling case statements and pitch materials, lead pitch meetings and solicit donations from foundation, corporate, government and individual prospects. ● Manage a portfolio of strategic donors across all development areas (major gifts, foundation, corporate).
- Plan and execute a donor engagement strategy including donor communications, donor education and engagement opportunities, CEO thought leadership and events, ensuring that donor needs are met, fundraising goals are achieved, and Girl Rising's mission and impact is communicated in a meaningful way. The strategy for 2024 includes fundraising events, to include a series of 10th anniversary events and a Gala.
- Support the CEO in creating a strong culture of philanthropy on the Board. ● Oversee and strengthen the fundraising processes and systems to maintain accuracy and increase the efficiency of the Development department.
- Lead communication of development goals, strategy and progress to staff and Board through internal briefings, Board presentations and other materials as needed. ● Performs other related duties as assigned.

Qualifications:

- Eight+ years fundraising experience with a sizable, high-performing organization, and demonstrated success in growing donated revenues over time. Experience raising funds for media or filmmaking organizations or initiatives and within the international education sector is a plus, but not required.
- Proven ability to cultivate relationships with major foundations, corporations, government entities, and high net worth individuals. Experience with international funders (non-US based) is a plus.



- Demonstrated skills in motivating, directing and managing staff and consultants, and in coordinating and supporting the fundraising activities of others.
- An exceptional communicator, both in writing and orally; a person who gets energy from

connecting with individuals, aligning the case for support and creating opportunities for engagement and joyful giving.

- A good listener and strategist; comfortable receiving input from many sources, and able to analyze and formulate disparate information into a sound, well-organized plan; gravitas to challenge assumptions and stay focused on institutional priorities.
- Ability to work both independently without close oversight, but also as a team player who will productively engage with others at varying levels of seniority within and outside of Girl Rising.
- Cultural sensitivity and experience working with a diverse, global staff.
- Extensive knowledge of development database systems, preferably Salesforce.
- High energy and a passion for Girl Rising’s mission.

Compensation

US\$130K - \$150K, commensurate with experience and location. Position includes generous vacation and holidays. We are a dynamic and friendly team dedicated to making the world a better place. Girl Rising takes professional growth seriously.

To apply, please submit the application below, resume *and* cover letter to jobs@girlrising.org with “VP of Dev - FirstName LastName” in the subject line. Use the following naming convention for your files: (“FirstName LastName - Application, Resume and Cover Letter”). Please note that due to the volume of applications, only those selected for an interview will be contacted.

Girl Rising is committed to equal employment opportunity regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, marital status, disability, gender, gender identity or expression. We are proud to be an equal opportunity workplace.

Girl Rising is also committed to building an organization that is increasingly representative of the communities that we serve. To this end, due regard will be paid to recruiting candidates with diverse professional, academic and cultural backgrounds.



APPLICATION FOR EMPLOYMENT

Girl Rising is an equal opportunity employer. Girl Rising does not discriminate in employment with regard to race, color, religion, national origin, citizenship status, ancestry, age, sex, sexual orientation, marital status, physical or mental disability, military status or unfavorable discharge from military service or any other characteristic protected by law.

PERSONAL INFORMATION

Incomplete information could disqualify you from further consideration. Please complete all fields.

Name _____ Date _____

Address _____

E-mail Address _____

Home Phone # _____ Mobile Phone # _____ Are

you eligible to work in your country of residence?

Yes No

Are you at least 18 years or older? (If no, you may be required to provide authorization to work.) Yes

No

Have you ever been terminated from employment or asked to resign by an employer?

Yes No

If yes, please provide company names and details _____

Can you work any shift?

Yes No

If no, please explain: _____

Can you work overtime, including weekends?

Yes No

Are you able to perform the essential functions of the job for which you are applying, with or without a reasonable accommodation?

Yes No

EMPLOYMENT DESIRED

Date you can start _____ Hourly rate/Annual Salary desired _____

Position desired _____ Are

you currently employed? Yes No

If yes, may we contact your present employer? Yes No



REFERRAL SOURCE

How did you hear about us? Job Posting Referral Other _____ Have

you ever worked for Girl Rising before? Yes No

If yes, please explain _____

Do you know anyone who works for our company? Yes No

If yes, who?

EDUCATION	Name and location of school	Degree Received Subjects studied/Major
High School		

College or University		
Trade, Business or Correspondence School		

EMPLOYMENT HISTORY Include your last seven (7) years of employment history, including periods of unemployment, starting with the most recent and working backwards in time. *Incomplete information could disqualify you from further consideration.*

Employer Name
Address Telephone
From To
Job Title
Immediate supervisor and title

Summarize the nature of work performed and job responsibilities

Reason for leaving

Employer Name

2 Girl Rising Application for Employment



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Reason for leaving

Do you have any special skills, experience and/or training that would enhance your ability to perform the position applied for? If yes, explain.

REFERENCES

Please provide the names of three persons not related to you, whom you have known at least three (3) years.

Name	Address, Phone, Email Company	Years Acquainted
1		
2		
3		

Please read carefully before signing.

I understand that neither the completion of this application nor any other part of my consideration for employment establishes any obligation for Girl Rising to hire me. If I am hired, I understand that either Girl Rising or I can terminate my employment at any time and for any reason, with or without cause and without prior notice. I understand that no representative of Girl Rising has the authority to make any assurance to the contrary.

I attest with my signature below that I have given to Girl Rising true and complete information on this application. No requested information has been concealed. I authorize Girl Rising to contact references provided for employment reference checks. If any information I have provided is untrue, or if I have concealed material information, I understand that this will constitute cause for the denial of employment or immediate dismissal.

Date _____ Signature _____

THIS APPLICATION IS VALID ONLY FOR 60 DAYS FROM THE DATE ABOVE.