



## **The Commit Partnership Senior Development Manager**

### **Job Description:**

Founded in 2012, The Commit Partnership (“Commit”) is driven by the simple but powerful conviction that every child in Dallas County should receive an excellent and equitable education. To reach this vision, Commit works to serve as a community navigator, combining community voice with robust analytics to determine what key strategies, practices, and policies should be implemented to overcome our region’s largest systemic challenges. A member of the StriveTogether 70+ community national network, Commit is the largest educational collective impact organization in the U.S.

Over 100 different local, regional, and national investors have supported Commit to date. They include major local, regional, and national foundations, high net worth philanthropists, and corporate partners. While Commit benefits from significant donated services (over \$2.2M in the past 12 months, primarily in the form of pro bono consulting support), its philanthropic revenues have also grown considerably since Commit’s founding in 2012. Annual support has grown from \$700,000 its first year to a projected \$6.0M in FY2018 (ending June 30, 2018).

**Commit seeks a rainmaker — an architect of the perfect pitch who understands that an investment in the systems that educate our kids is the best bet one can make. The Senior Development Manager will report to the Senior Director of Strategic Relationships and be responsible for the following:**

- Manage a growing portfolio of regional and national funders.
- Develop short and long-term project plans to execute multi-faceted partnerships.
- Serve as Commit’s contact in relevant external settings.
- Craft strategies for donor cultivation advising peers and partners across the organization on fundraising strategies.
- Produce high-quality deliverables, aligning current and prospective funder interests, to engage, cultivate, and steward partner relationships.
- Develop content-knowledge and expertise on specific areas related to donor and prospect interests.
- Collaborate with internal teams around programmatic budget conversations.
- Ensure best-in-class recordkeeping via the Salesforce database.

**Successful candidates will possess the following education and experience:**

- Undergraduate degree required.
- Four plus years of experience in fundraising (or related field) with a proven record of securing and retaining five-figure and above charitable investments is preferred.

- Established, accomplished relationships with local and national funders preferred.
- Background managing projects effectively to achieve success.
- Excellent communicator; successful in creating complex storyboards to convey an effective, compelling narrative (verbal, written, visual, etc.).
- Experience and level of proficiency with Salesforce or similar donor management software.

### **What Commit Is Looking For:**

While Commit has certain credential requirements, they are primarily looking for the potential to be a connector and strategic partner for our investors. Commit is seeking someone special and that means:

- **Type A Personality:** Friends joke that they can't move even a pencil out of place on your desk without you noticing. Your keen attention to detail spots an error in a magazine article, and you can absolutely tell when someone switches fonts in the middle of a document.
- **A TEDTalker:** You take complex topics and distill them to their essential parts. You have an engaging writing and presentation style. Once you find the human-interest angle, you can blow the doors off a pitch.
- **Results-Oriented:** You are more than a problem solver—you are a problem solver on steroids with a healthy dose of relationship charm under your belt. When given a goal and the bar for success, you outline multiple ways to ring the bell and you marshal all necessary resources to get the job done.
- **Equity-Focused:** The students we ultimately serve come from diverse backgrounds and experiences. You have a deep belief in the potential of all students (every child, every day, no excuses) and a commitment to do whatever it takes to expand opportunities for students, often with a perspective informed by experience in low-income communities and an understanding of the systemic challenges of poverty and racism.

The Commit Partnership is an Equal Opportunity Employer that seeks to hire individuals with backgrounds similar to that of the stakeholders they serve. As an organization that embraces equity and inclusion, all employment decisions are based on business needs, job requirements and individual qualifications, without regard to race, color, religion or belief, national, social or ethnic origin, gender, age, sexual orientation, gender identity and/or expression, marital, civil union or domestic partnership status, or any other status protected by federal, state, or local laws.

### **Company Description:**

Victory Search Group is privileged to partner with Commit to recruit the Senior Development Manager. **Interested individuals should send a resume and cover letter to [education@victorysearchgroup.com](mailto:education@victorysearchgroup.com).**

Victory Search Group is a senior level retained executive search firm serving a select group of clients from five offices across the United States. Victory Search Group has successfully identified, assessed and recruited senior leadership for over 15 years. Victory Search Group is highly collaborative and focused on customer service; we prize partnering with our clients and are trusted by them for our judgment, integrity and responsiveness.