

Director of Development U.S. Soccer Foundation

The U.S. Soccer Foundation seeks an accomplished Director of Development to guide and lead the expansion and diversification of philanthropic revenue.

The incumbent will create and execute an aggressive and comprehensive program seeking major funding through government grants, foundations and corporate philanthropies. The Director of Development supervises and manages the Foundation's development team, including Government Relations, Marketing/Communications and Corporate Development. He or She builds and maintains strong personal lines of communication with key leadership and staff at government agencies, foundations and corporate philanthropies. The Director of Development leads innovative efforts to identify, pursue and secure new foundation and government funding. He or She also develops and executes a diversified fundraising plan that includes major gifts, special events, annual fund, direct mail and e-philanthropy. Working with the development team and other Foundation staff, the Director of Development creates compelling cultivation and solicitation materials, funding proposals and presentations. The individual will expand the U.S. Soccer Foundation's public image and visibility among government agencies and targeted philanthropic constituencies, and ensure the strategic identification, engagement, and stewardship of individual donors, corporate philanthropies, foundations and government funding sources.

The Director of Development oversees all of the activities of the fund development program, manages day-to-day operations of the development function and monitors adequacy of activities. He or She helps establish performance measures, monitors results and helps the President/CEO; Development Committee and Board of Directors evaluate the effectiveness of the organization's fund development program and develop strategies for improvement as needed. The individual is responsible for all fundraising reports, both internal and to the Board of Directors. He or She works closely with the Director of Finance to assure timely and accurate reporting on funding and the monitoring and spending of donated funds. The Director of Development remains knowledgeable and current on issues and trends affecting foundation and government funding and fundraising in general. He or she communicates regularly to the President/CEO, Board of Directors and senior staff, identifying strategic opportunities/challenges and recommending plans of action.

The Director of Development reports to the U.S. Soccer Foundation President/CEO and works closely with the COO as part of the senior management team. He or She coordinates with the Board of Directors, Development Committee, donors and funding sources. Additionally, the individual maintains strong relationships and strategic communications with the U.S. Soccer Federation and Major League Soccer (MLS).

Requirements

This position requires a bachelor's degree. Higher or professional degrees and/or advanced fundraising certificate (ACFRE) preferred. A minimum of 10 years directly related development, foundation or competitive government funding experience is required — including at least three years in a professional leadership/management position. Must be able to write and speak English proficiently. Spanish fluency is a desired plus, but not required.

Candidates must have a proven track record securing major government/foundation funding and demonstrated experience developing and executing strategic funding plans, developing and managing budgets and producing quality deliverables on schedule. Knowledge and experience in

the following areas also required: research/cultivation practices, standard fundraising techniques including face-to-face solicitation, proposal writing, special events, telephone solicitation, e-philanthropy and direct mail, and, development office functions including gift processing, prospect/donor histories and fundraising reporting.

In addition to a track record of managing a fundraising operation and securing major funding, the individual will have the confidence and stature to work closely with and engage a high-level Board of Directors, philanthropic leaders, corporate representatives and public officials. A sincere interest in providing economically disadvantaged children opportunities through soccer is essential. In addition to passion and energy for the mission, the individual will possess creativity, superior communication and presentation skills, strong relationship management skills and a dedication to best fundraising practices. Strong proposal writing skills are essential.

Must have strong interpersonal skills and the ability to think strategically and effectively under pressure, manage changing priorities, emergent issues and multiple projects simultaneously. Proficiency with Microsoft Word, Excel, PowerPoint, and Outlook required. Experience with fundraising software, preferably *Raiser's Edge*, is required. Ability to maintain confidentiality of privileged information is essential.

The Director of Development is a key member of the U.S. Soccer Foundation's management team. This high visibility position requires professional appearance and demeanor, and strong interpersonal skills. The incumbent must have an innovative and entrepreneurial mindset, be energetic, self-motivated and results-oriented and have comprehensive management skills and experience. The position requires demonstrated success in providing strategic direction and operational management of a comprehensive fund development program resulting in marked improvements in execution and significant revenue growth. This is a professional management position in which evenings and weekend work is not uncommon and travel is required.

Compensation and benefits

The compensation and comprehensive benefit package will be competitive and commensurate with the successful candidate's background and experience.

To Apply: email your resume and cover letter to jobs@ussoccerfoundation.org