



POSITION

ANNOUNCEMENT: Director of Development, Got Your 6

THE CAMPAIGN: Got Your 6 Campaign Overview:

Got Your 6 is a campaign that unites nonprofit, entertainment industry, and government partners in collective action to empower veterans and strengthen communities. Got Your 6 reinforces the fact that veterans are trained leaders, team builders, and problem solvers.

As a coalition, Got Your 6 works to integrate these perspectives into popular culture, engage veterans and civilians together to foster understanding, and empower veterans to lead here at home. Got Your 6 knows that most veterans leave the military seeking new challenges, and the campaign ensures that there are opportunities for them to continue their service.

In the military, “got your six” means “I’ve got your back.” It refers to the six o’clock position as the rear of a military formation. It also stands for loyalty, trust, and commitment—values that military veterans bring to a community.

Each year, around a quarter-million service members exit the military and re-enter civilian life. Their reintegration is not a problem; it is an opportunity for America, because veterans are uniquely suited to solve some of our nation’s most difficult challenges. It is essential that Americans see the potential for veterans to strengthen our nation. Got Your 6 works to ensure that veterans return home to be seen as leaders and civic assets.

To learn more about the Got Your 6 campaign, please visit:
<http://www.gotyour6.org/>

POSITION TITLE: Director of Development

REPORTS TO: Executive Director

LOCATION: Flexible, with strong preference for Washington, D.C.

**POSITION
OVERVIEW:**

Got Your 6 seeks a highly experienced fundraiser and program leader for the position of Director of Development. This position offers the opportunity to work with a dynamic team that is deeply committed to its mission and comprised of individuals who are experts in their fields.

The Director of Development position will allow a professional fundraiser at the top of his/her career to make significant contributions to the Got Your 6 campaign and the growing veteran empowerment movement across the country. The campaign is well positioned to increase its fundraising capacity: we have committed board leadership, a compelling vision, a talented and experienced staff, and a donor base which values the campaign's work.

We are seeking a charismatic, visionary, and highly effective leader to join the organization's management team. He/she will be responsible for all fundraising activities conducted on behalf of Got Your 6. This includes corporate and foundation relations, stewardship and prospect research, database management, and special events. He/she will be expected to assist with long-term strategic planning and staff development.

**KEY
RESPONSIBILITIES:**

- Develop and execute Got Your 6's annual and three-year fundraising plans
- Manage Got Your 6's donor database and oversee staff responsible for data entry and gift processing
- Create and execute a strategy to develop a large and sustainable base of annual individual donors
- Identify new individual prospects and cultivate relationships with existing donors
- Identify corporate and foundation prospects and develop approaches for soliciting support
- Develop proposals for projects that could attract new funding
- Develop and track proposals and reports for all foundation and corporate fundraising
- Oversee the organization of special events
- Generate increased income from existing sources

**SKILLS &
EXPERIENCE
REQUIRED:**

- Significant experience generating revenue for nonprofit organizations through a variety of revenue streams including foundations, major gifts, corporate partnerships and earned income
- Experience in closing six and seven-figure gifts and managing donors at the \$1M+ level
- Excellent written and verbal communication skills and a proven ability to submit successful funding proposals for a variety of audiences
- Significant experience engaging and stewarding a broad portfolio of donors
- A strategic thinker, problem-solver and successful leader of ambitious funding initiatives
- An excellent manager with a talent for developing and motivating staff
- Results-oriented, ambitious and deadline-driven
- Proven ability to manage laterally and vertically to achieve fundraising goals
- Experience with Salesforce is preferred
- Bachelor's degree required; advanced degree very strongly preferred

**CONTACT
INFORMATION:**

Interested and qualified candidates should submit a resume and one example of a previously written funding proposal to:

June Carlsen
Director of Operations, Be the Change, Inc.
jcarlsen@bethechangeinc.org