

Bay Area Women's Sports Initiative (BAWSI)

Director of Development

Unique Opportunity for Impact

We are seeking an energetic, motivated, goal-oriented self-starter who is up to the challenge of helping to create and build the future for our growing organization. This exciting new position will work directly with the CEO to build a sustainable fundraising stream to support the current mission; to work closely on strategic operational investments for the organization; and to develop appropriate fundraising programs, goals, and long-range strategies to provide sustainability and growth for BAWSI programs.

About BAWSI

The Bay Area Women's Sports Initiative is a nonprofit organization based in San Jose, CA that mobilizes the women's sports community to engage, inspire, and empower the children who need us the most. Founded in 2005 by Olympic and World Cup soccer champions Brandi Chastain and Julie Foudy along with women's sports executive, Marlene Bjornsrud, BAWSI offers two school-based programs that use the medium of physical activity to provide connected coaching and game-changing life skills to the children who have the least access to organized sports –underserved girls and children with disabilities. BAWSI was founded on the principles of servant-leadership and paying it forward. And while the work we do is incredibly important, we have learned that how we work counts immeasurably as well. Thus we value working with: Authenticity, Mindfulness, Integrity, Collaboration, Enthusiasm, Playfulness, and a sense of gratitude for every opportunity.

Responsibilities:

Fundraising and Development:

- Identify and attract various funding sources including Foundation and Corporate Partnerships, Public Funding, individual donors and Family Foundations.
- Together with the CEO, plan annual revenue plans in order to meet budgetary goals.
- Coordinate and execute annual development plan.
- Manage and execute development activities including developing foundation relationships, corporate sponsorships and individual donor solicitation activities.
- Establish grow, and steward relationships with funders and partners. Increase organizational visibility among key stakeholders and convert new supporters.
- Serve as contact for local funders while building and maintaining lasting community relationships through prospect research in addition to hosting program visits and seeking new relationships in the philanthropic community.
- Plan and execute a small number of special events by securing corporate sponsorships and individual gifts.
- Leverage the Board of Directors and Development Committee to execute fundraising activities including house parties, stewardship events, mail solicitations, and donor outreach.

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- Research, prepare and submit foundation grants and corporate requests and manage development pipeline.
- Prepare and submit reports to funders.
- Manage and expand corporate volunteer activities to bring additional volunteers to the BAWSI community, with recognition that volunteers lead to additional resources, including potential corporate partnerships, Board members, etc.
- Support and participate in direct fundraising “asks” with CEO and/or Board members and direct one-on-one “asks”.
- Additional responsibilities as assigned by the CEO and/or Board of Directors.

Strategic Planning:

- Partner with CEO to design a comprehensive multi-year development strategy that will meet the organization's revenue targets and plans for growth.
- Lead and manage the organization's overall development efforts to increase revenue from \$500k- \$1.5 million over five years to meet the budget and support of strategic priorities for growth and sustainability.
- Leverage corporate philanthropy funding streams and identify emerging opportunities with private foundations, government/district funding, individual donors, and events.
- Research, evaluate, and prioritize funding sources and partnership opportunities.

Tracking:

- Build and maintain systems that track funding sources, activities, interactions, and partners.
- Monitor performance against key funding benchmarks.
- Regularly report progress and results to CEO, staff, and Board of Directors.
- Develop, increase and manage the fundraising capacity of the Board of Directors and staff.
- Train and support staff, Board members and volunteers to help fundraise for, and market BAWSI.

Communications:

- Manage communications content for print, web and social media for all development-related materials.

Qualifications

- Over 5 years of community-based nonprofit development experience
- Proven track record of achieving fundraising goals; growth experience is a bonus.

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- Knowledge of, and ability to provide leadership and expertise in the areas of major gift solicitations, prospecting, fundraising trends, donor analysis, annual giving campaigns, foundation and corporate relations, social media/e-fundraising, volunteer management and fundraising events.
- Demonstrated interest in youth sports, childhood poverty, Title IX sports equity, children's health, and/or children with disabilities.
- Ability to manage simultaneous, multiple projects, establishing priorities and meeting deadlines.
- Strong interpersonal skills with people at all levels, and in all settings.
- Ability to relate to a highly diverse environment including the CEO, Board of Directors, staff, neighborhood and community leaders, and volunteers.
- Demonstrated success working in multi-cultural teams and a diverse constituency.
- A self-starter, total team player with strong organizational skills.
- Bachelor degree from accredited university.
- Excellent written and verbal communication skills.
- Diplomacy and patience, along with a sense of humor!

Compensation and Benefits

- Salary commensurate with experience and achievement of annual development plan.
- Limited term project, based on funding and performance in position.
- Full-time with opportunity for flexible work schedule
- Benefit package includes health and personal time (i.e. holidays, vacation, and sick leave).

Submit Resume and Cover Letter to bawsi@bawsi.org.

BAWSI