



Position Announcement: Director of Development
Location: New York, NY

Organization Overview:

Right To Play (RTP) is an international organization that uses sport and play programs to improve health, develop life skills, and foster peace for children and communities in some of the most disadvantaged areas of the world. Right To Play trains local community leaders to deliver our programs in more than 20 countries affected by war, poverty, and disease in Africa, Asia, Latin America and the Middle East. Right To Play programs target the most marginalized people including girls, disabled children, children affected by HIV and AIDS, street children, former child combatants and refugees. Much more than sport and play, RTP is an effective catalyst for personal and social change. With over 500 staff worldwide, 15,000 volunteer coaches and leaders, and a \$30M operating budget, Right To Play is headquartered in Toronto, Canada and has national offices in the United States, Canada, China, The Netherlands, Norway, Switzerland, and the United Kingdom. For more information: www.righttoplay.com.

Our programs use sport and play as the vehicle to deliver critical lessons about health and disease prevention, including HIV/AIDS, malaria, and other communicable diseases. The programs help children stay in school longer and become more engaged and active learners. Right To Play develops leadership and career skills among its participants; and engages families, schools, and community leaders to learn peaceful ways to solve conflicts, and to conduct targeted advocacy on behalf of children, families and communities across the globe. In doing so, Right To Play programs build critical life-skills, such as self-confidence, self-reliance, and respect for others. Right To Play is an untarnished brand with global visibility, a beloved and clear mission, and measurable results for our participants. RTP is an ideal partner for donors seeking to invest in a transformational impact in the lives of children and communities in the Middle East, Africa, and Asia affected deeply by war, poverty and disease.

Position Overview:

Right To Play's US National Office seeks a dynamic and experienced Director of Development to work collaboratively with and provide counsel and support to RTP's senior leadership in the United States. The Director of Development will identify, prioritize, research and deepen relationships with donors who have unrealized potential giving, and motivate them toward a higher level of support with a customized and personal cultivation approach. The Director of Development will also manage a small, talented team of fundraising staff and engage in strategic fundraising planning with the US National Director.

While RTP International celebrates its 10th anniversary this year, the US National Office is relatively new, with the potential to raise \$5M-\$10M annually. The Director will manage a portfolio of approximately \$2.5 million independently and through support for the US National Director, CEO, and the Board. This role offers a rare opportunity to build upon a loyal and engaged group of donors, inspiring them to increase their support while drawing upon RTP's extraordinary assets including 400 professional and Olympic athlete ambassadors worldwide.

Selected Position Responsibilities:

- Strategically identify, cultivate and successfully solicit donors and prospects independently and jointly with RTP's senior leadership; communicate the organization's mission in ways that engage donors to become champions of the organization.

- Advise the Board, CEO, and leadership on top priorities and ensure the senior team is leveraged with top donor and organizational priorities; lead the follow up on staff donor meetings to cultivate relationships, solicit and secure gifts, and drive a customized stewardship plan for each major donor.
- Maintain a successful track record of building and sustaining relationships both externally and internally.
- Drive results collaboratively across regions, and in partnership with a distributed national and international staff.
- Source and manage funding leads as well as implement strategic donor outreach opportunities, including events and RTP's signature "Play Days" to engage a high net worth donor audience.
- Convey the charisma, cultural sensitivity, and communication skills necessary to tailor messages to various audiences and, in turn, be an effective representative of RTP to its diverse constituencies.

Qualifications:

- 5+ years of experience in donor cultivation and relationship management of five- and six-figure gifts; experience within a multi-national non-profit preferred
- Demonstrated track record managing a portfolio of high net worth individual donors and corporate funding sources.
- Demonstrated ability to think strategically while executing tactically within a resource-constrained environment.
- Exceptional communication skills; articulate, with proven ability to write effectively and speak persuasively; the ability to write compelling proposals required
- Strong attention to details; organized and systematic in donor follow-through and stewardship
- Ability to make decisions independently combined with an ability to work as part of a team; ability to creatively problem solve and drive collaborative solicitation strategies that tap into donors' passions.
- Collaborative and innovative leadership style, well suited to management in an entrepreneurial setting.
- Experience as an athlete, or working as part of a team, is helpful to identify with the mission of RTP.
- Experience with fundraising for internationally based programs preferred, with an affinity to travel abroad to experience programs and meet beneficiaries first hand.
- Passionate commitment to Right To Play's mission, vision and strategic direction.
- Bachelor's degree required; advanced degree preferred.
- Some travel (15-20%) as well as occasional evening and weekend activity for donor events and meetings is expected.

To Apply:

Please upload a resume and thoughtful cover letter, outlining how your skills and experience meet the qualifications of the position and stating how you heard about this opportunity, both in Word format and addressed to Lindsay Hower at <http://jobs.cgcareers.org/application.aspx?id=1740>. Applications will be reviewed on a rolling basis.

About Commongood Careers:

Right to Play has partnered with Commongood Careers to conduct the search for a Director of Development. Commongood Careers is a nonprofit search service that connects talented individuals to organizations that are dedicated to creating positive social change. Founded and staffed by nonprofit professionals, Commongood Careers offers personalized, engaged services to jobseekers and organizations throughout the hiring process, as well as access to a wealth of knowledge about nonprofit careers. [Learn more about nonprofit jobs at Commongood Careers.](#)