Who We Are

Education Commission of the States partners with education policy leaders nationwide to address issues by sharing resources and expertise. We are proud to serve both the people who develop and implement education policy and the students who directly benefit from effective policy change. Every day, we provide education leaders with unbiased information and opportunities for collaboration because informed policymakers create better education policy.

We have been named by The Nonprofit Times for five consecutive years as one of the Top 50 Best Nonprofits to Work For. In the surveys conducted, Education Commission of the States’ employees expressed the strongest satisfaction in the categories of leadership and planning, role satisfaction, work environment, relationship with supervisor, pay and benefits, and overall engagement. We are an equal opportunity employer offering competitive salaries and an outstanding benefits package. Education Commission of the States provides an exciting intellectual environment, a collegial workplace, flexible hours and an organizational structure that encourages teamwork.

Who You Are

The Development Director at Education Commission of the States is responsible for achieving annual and long-term organization deliverables and revenue goals. As an integral member of the leadership team, the Development Director works with the President, Chief Financial Officer, and Policy Team Chair to lead all outreach opportunities with philanthropic funders including corporations and foundations.

Essential Duties and Responsibilities

1. Set and achieve yearly fundraising goals to support organization needs.
2. Collaborate and strategize with the President, Chief Financial Officer, Policy Team Chair, Leadership Team members and other key stakeholders to manage opportunities and expectations associated with any new grant opportunity.
3. Be an effective, compelling, and respected partner to—and substitute for—the President at external events as needed.
4. Develop and cultivate new relationships with philanthropic partners. Establish a tracking system for future potential philanthropic partners, including delivery of four unique contract meetings for President/Leadership Team annually.
5. Recruit, engage, develop, coach, mentor, and support professional development and performance management.

6. Facilitate connections between the work of all teams, and support partnerships where appropriate. Identify and coordinate appropriate staff for projects.

7. Speak at state and national convenings when requested. Provide mentoring to other team members preparing for and executing speaking engagements.

8. Performs other ECS duties as required.

**Required Skills and Qualifications**

- Master’s degree preferred.
- At least 5 years in state government and/or nonprofit leadership and fundraising. Preference for state level and national scope.
- Proficient in use of digital software and technology, including databases, Microsoft Word, Excel and PowerPoint.

**Compensation and Benefits**

Education Commission of the States offers competitive compensation and benefits, including health, dental, life, long term disability, vision insurance, a flexible spending account, a health reimbursement account and a yearly contribution to your 403b retirement plan. This position is located in Denver, CO, or Washington, D.C. The salary range for this position is $100,000 - $150,000.

**Applying for the Position**

Please send a resume and cover letter e-mail to Kate Haggerty/ khaggerty@ecs.org. Please include “Development Director” in the subject line.

All applications must be received by close of business Friday, September 24, 2021.

*Education Commission of the States is an equal opportunity employer that believes in developing and supporting a diverse work force.*