



## Development Strategist

Full Time | Start Date: April 15-30th, 2024

### Who Are We?

Young Storytellers equips young people to be the driving force of their own narratives. We're passionate about bringing people together and creating stories to raise the voices of those who don't often get heard. We believe that when a young person understands the power of their own story—made of their unique background, culture, race, ethnicity, gender, sexuality, ability, immigration status, geographic location, and economic status, among others—it creates a more empathetic and equitable future for everyone. We raise voices, one story at a time.

Young Storytellers works with students in elementary, middle, and high school. In elementary school, students write scripts that are completely their own; in middle school, students write monologues about challenges they face; and in high school, students write Public Service Announcements that address important issues in their self-identified communities. Students in each program work with volunteer mentors, and every student gets to see their work performed by professional actors. Young Storytellers programs are aligned with Common Core standards, CASEL's Social Emotional Learning core competencies, and integrate components of Learning for Justice's Social Justice Standards.

### What Is This Position?

The Development Strategist will work closely with the President and Managing Director to help build relationships in the community and raise funds to further Young Storytellers' mission. They will engage on a regular basis with individual donors, strategize and implement fundraiser events, manage the grant calendar in collaboration with our Grant Writer, and work with other team members to integrate a culture of giving into all aspects of Young Storytellers' work.

At Young Storytellers, we follow [Community Centric Fundraising principles](#), and believe that gifts of money (donations) and time (volunteer hours) are equally valuable. We treat and steward donors and volunteers in the same way.

### Cool, But Let's Get Specific. What's Involved in This Job?

#### *Ongoing Responsibilities:*

- Build and maintain relationships with individuals, businesses, community organizations, foundations, and other stakeholders to create a strong network of supporters, particularly an individual giving program.
- Attend community events and represent the organization to increase awareness and engagement.
- Manage donor communications and stewardship of activities including acknowledgement letters, updates, and reports.

- Cultivate relationships with existing donors to foster long-term engagement and increased support.
- Support the President, Managing Director, and members of the Board of Directors in identifying, cultivating, and stewarding a network of individual and corporate donors.
- Plan, coordinate and execute fundraising events and recruit and coordinate event volunteers, vendors and sponsors, including the YS annual fundraiser, Biggest Show.
- Manage the grant calendar in partnership with the President and collaborate with the Grant Writer to complete grant applications and meet reporting deadlines.
- Collaborate with the President and Managing Director to identify strategic partnerships and sponsorships to support fundraising efforts.
- Oversee data management to maintain integrity of donor information.
- Implement YS's DEIB and antiracism practices and Community Centric Fundraising principles in all parts of program implementation and operations.

## **Am I A Good Fit for This Position?**

### ***Required Qualifications:***

- Proven experience in relationship building, community engagement, and donor relationships within the nonprofit sector.
- Strong verbal and written communication skills, with the ability to articulate the organization's mission and impact.
- Exceptional interpersonal skills, including the ability to build and maintain genuine relationships with diverse stakeholders.
- Ability to work collaboratively in a team-oriented environment.
- Highly organized, detail-oriented, and able to manage multiple projects.
- A desire to see YS programs, operations, and mission carried out in an equitable way.

### ***Desired Qualifications:***

- Personal connection to our mission and values. Individuals with lived experience aligned with students who participate in Young Storytellers programming are encouraged to apply.
- Experience working with CRM systems, donor management software, Google Slides, Canva, Adobe Suite, and/or other relevant tools.
- Project and/or Program Management experience.
- Experience working with diverse donor populations.
- Previous experience or knowledge of Community Centric Fundraising principles, and a desire and motivation to carry out fundraising strategy in an innovative way.

## **What is My Compensation for This Position?**

The Development Strategist is a full-time, salaried position with a salary range of \$62,500 - \$72,500, depending on experience and skills. Total compensation includes a health insurance stipend, retirement savings program, and generous paid time off and holiday breaks.

## Ok, I'm In. How Do I Apply?

Anticipated start date is April 15-April 30th, 2024 and applications will be accepted until the position is full. To apply, please visit <https://shorturl.at/aRX57> to fill out an application and select the "Development Strategist" role to apply. Be prepared to upload the following in PDF format in your application:

- Resume or CV (as an attachment);
- A brief paragraph or cover letter that includes why you are interested in working with Young Storytellers (as an attachment); and
- An example of a fundraiser you helped organize and implement OR a response to the following question: What would be your strategy for moving a \$500 donor to a \$2500 donor in the next 3 years? Please note that your response does not need to be lengthy to be effective.

## Anything Else I Should Know?

Young Storytellers is an Equal Opportunity Employer. That being said, belonging is a core value of the Young Storytellers culture, and our daily practices around equity, diversity, inclusion, anti-bias, antidiscrimination, and antiracism are central to that value. Young Storytellers firmly believes that [Black Lives Matter](#). We encourage women and gender diverse people, BIPOC folks, LGBTQIA+ individuals, veterans, immigrants, and anyone with a disability to apply for this and all of our positions. Young Storytellers has designed our interview, onboarding, and ongoing cultural practices to be a welcoming space for everyone. You can read more about our [commitment to diversity, equity, inclusion, and antiracism](#) on our website.

For any questions or accommodations while applying due to a disability, please email us at [jobs@youngstorytellers.com](mailto:jobs@youngstorytellers.com) or call us at 323.962.4500.