

LITERACY PARTNERS

JOB ANNOUNCEMENT

DIRECTOR OF INSTITUTIONAL GIVING TO ADVANCE EARLY CHILDHOOD DEVELOPMENT

CONSULTANT OR FULL-TIME POSITION

[Literacy Partners](#) is looking for a senior development professional to help us grow and sustain an innovative national campaign to build the capacity of parents to promote their children's early learning, social-emotional growth, and school readiness.

Founded in 1974, Literacy Partners is an adult literacy program based in New York City with a unique focus on parents of young children. Our intensive classes and workshops help immigrant and low-income parents boost their capacity to use literacy and language skills to achieve their goals and to promote their children's healthy development. Last year, we served 722 adult students and 594 children in collaboration with Head Start programs, school districts, and other community partners.

To deepen our impact in NYC and scale our work nationally, Literacy Partners has developed an educational media program: telling stories for social impact. Our first project is [La Fuerza de Creer](#), a five-episode telenovela broadcast nationally on Univision. The miniseries tells the story of a community center with a beloved child care center and the families who rely on it. As the drama unfolds, we follow four families and the lead childcare worker to see how the parents and caregivers relate to their children in ways that intentionally promote their early learning and social-emotional growth. With all the trappings of mainstream telenovela and a well-known cast, the show averaged 679k viewers each day of its broadcast run.

We are designing a parent engagement and education campaign to accompany the series and take advantage of the show's national brand awareness among Latina women. Our goal is to help early childhood education centers, school districts, libraries, and others to bring parents together to watch an episode and engage each other in conversation about what they have seen and how it applies to their own families. Through facilitated conversations, parents will have their own expertise acknowledged and validated and will learn from their peers. Institutional hosts will learn more about the narratives that shape the lives of the families they serve.

The Director of Institutional Giving will work closely with the CEO and Director of Parent Education to engage foundations, corporations, and government partners in the growth and sustainability of this program.

Primary Responsibilities:

- Identify and cultivate potential funders among private foundations, corporate sponsors, and government agencies.
- Apply for grants and sponsorships and develop non-traditional sources of revenue to meet annual revenue targets.
- Work with Literacy Partners Communications and Development staff to plan and execute communications strategies that will support the revenue objectives.
- Reports to the Director of Development & Communications to track progress against goals.

Qualifications:

- A minimum of a bachelor's degree, with a preference for an advanced degree
- A minimum of 5 years of relevant fundraising experience in a similar senior level position
- Track record of success raising money for projects in the field of early childhood development, preferably on a national scale
- Track record of success in raising money for projects of similar size and scope (i.e., multi-partner national campaigns)
- An existing network of contacts relevant to the project goals who influence how philanthropic resources are allocated (e.g., private foundation program officers)
- Experience in media deal-making and sponsorships desirable, but not required
- Outstanding presentation and written communication skills
- Great sense of humor

Competitive salary commensurate with experience and results. We invest in our leaders and offer compensation beyond what might be expected for an organization of our size.

Mission-driven, family-friendly work environment. We focus on results and support our team with flexibility in hours and other work arrangements to get there.

How to Apply: Send resume with a brief cover letter no later than February 22, 2019, to job@literacypartners.org. Put "Director of Institutional Giving" with your name in the subject line. Interviews will be granted on a rolling basis until the position is filled.

Literacy Partners is committed to diversity and is a proud Equal Opportunity Employer. We are committed to creating an inclusive environment for all employees.