



**DIRECTOR
DEVELOPMENT
(FUNDRAISING &
COMMUNICATION)**



Teach
FOR ROMANIA

www.teachforromania.ro



About Us

Teach for Romania is a non-governmental organization, that envisions life opportunities through excellent education for every child in Romania, irrespective of his or her social and economic background.

Our mission is to recruit, train and support young professionals who take ownership for transforming the society, through a leadership development program in education.

After 3 years of activity, we have reached a number of 120 people in our team, working with 7000 children, we have a proven track record of performance in the educational system and big plans for further development of the program.

The staff of Teach for Romania is comprised of high potential professionals, who work relentlessly to transform the society by being an active part of a movement in education.

For more information, visit: www.teachforromania.org .





Your Role

The Development Director is responsible for the strategic planning and execution of fund raising strategies for Teach For Romania and crafts the funding mix / strategy in order to accomplish the budget that sustains our mission for educational equity. The Development Senior Director will play a pivotal role in developing sustainable funding systems, generating 1 M EUR in donations from a variety of corporate, foundation and individual donors. He/she will be responsible for managing a team, grant applications, donor relationships, design & execution of partner engagement programs, planning & executing fundraising events and developing and managing a strong pipeline of funding prospects, both national and international.

Hierarchical relationships:

- Reports to: CEO
- Works in collaboration with: Teach for All, Board of Teach for Romania
- Manages: Development Department

This is a **full time** position, in **Bucharest**.





Responsibilities

Related to the Organization:

- **Managing** and creating strategic partnerships;
- Building a **multi-year budget** for the organization;
- Generating ~ **1 Million EUR** in donations from a variety of sources: corporate, foundations and individual donors;
- Acting as part of the **Senior Leadership team**, with responsibilities related to: organizational culture, shared objectives, shared KPIs.



Responsibilities

Related to the Department:

- Developing, proposing and implementing the **strategy and operational plan** for the Development Department;
- **Managing** 4 management-level, autonomous **employees**, with portfolios in: individual donors, corporate, marketing and foundations;
- Creating **working systems**, in order to increase the efficiency of the department;
- Increasing the **efficiency** of the partnerships;
- **Donor segmentation** and sponsors targeting, to ensure the appropriate sources for the budget;
- Managing the **communication and branding** campaigns;
- Attending **networking** events;
- Exploring the organization and identifying **key selling points**;
- Acting as a **point of contact for Teach for All** in all interactions related to Fundraising;
- Proposing and managing the **funding mix**.



Requirements

Skills:

- Return of Investment;
- Team management;
- Results and performance focus;
- Ability to work efficiently and increase the efficiency of the department;
- Strategic vision;
- Stewardship;
- Partnership building;
- People skills ;
- Ability to relate to high-level corporate managers (VPs, board members, CEOs, CFOs);
- Sales skills;
- Adaptability;
- Campaigns evaluation.



Requirements

We are also looking for **someone who is:**

- Passionate about the educational issue;
- Self-confident;
- Looking to give back to society;
- With a mindset driven by return of investment.

It **would be a plus** if you have the:

- Ability to relate to government officials.

Experience & qualifications:

- Team management experience – minimum 2 years;
- Sales/fundraising experience – minimum 5 years;
- Proven track record of minimum 300 thousand euros/year in sales/funds collected – individually or as the manager of a team;
- MBA studies are a plus;
- Driver's license: B;
- English: Advanced.



Benefits

- A chance to do **high-significance work** in education (more access to excellent education for all children);
- The opportunity to **build up your skills** and develop yourself personally and professionally;
- Access to **training and learning opportunities** inside the organization and from our learning partners;
- An **excellent working environment** in a value-based organizational culture;
- Access to a **global community of experienced and talented specialists** and first-hand innovative approaches and models from the Teach for All network.



Application details

This is a **full time position**, based in **Bucharest**.

The selection process will consist in:

- Screening, according to the application form;
- Online test;
- Interview with the HR department;
- Interview with the CEO;
- Interview with the TfR Board.

Apply by following the link [here](#) before the **27th of August!**