



**Year Up**  
**Senior Director of Development, Boston Site**  
**Boston, MA**  
**Winter 2010**

**Year Up**, a one-year, intensive training program that prepares urban young adults for successful careers and higher education, seeks a talented, strategic, and entrepreneurial **Senior Director of Development, Boston Site**. Founded by Gerald Chertavian and headquartered in Boston, Year Up has regional sites located in Atlanta, Boston, New York, Providence, San Francisco, and Washington, D.C. and continues to expand.

Reporting directly to the Boston Site's Executive Director, Casey Recuperero, the new Senior Director will formulate and implement a major gifts program and serve as team leader for a growing development staff. Successful candidates will demonstrate 10+ years experience, expertise in major gifts fundraising, and an interest and ability to thrive in a social entrepreneurial environment.

### **About Year Up**

Founded in 2000, Year Up is a non-profit organization with a mission to prepare urban young adults aged 18-24 for life and work in our technology-driven society, while guiding them toward successful careers and higher education. Through a one-year, intensive training program, students receive a unique combination of hands-on technical and professional skills, college credit, and corporate internships.

Now in its tenth year of operation, Year Up serves more than 1,000 students per year across six sites in Boston, Providence, Washington, D.C., New York City, San Francisco, and Atlanta, and expects to open a Chicago site in the summer of 2010. Year Up continues to be recognized as a non-profit leader and has received numerous awards, including Fast Company Magazine's Social Capitalist Award for innovative business model and social impact in 2005, 2007 and 2008. In every year since its inception, Year Up has experienced double digit growth. In 2009, when 75% of non-profits did not experience growth, Year Up grew its revenue by 23%. Much of Year Up's success is attributed to talented and committed staff. Please see [www.yearup.org](http://www.yearup.org) for more information about the program.

### **The Opportunity**

Year Up Boston has benefitted from a committed core of individual donors and family foundations. In this context, Year Up volunteers and senior management have made a strategic commitment to invest in a Boston Major Gifts program as the keystone of the site's philanthropic efforts.

The new Senior Director of Development will create and implement a major gift program while overseeing a staff of five, including a Director of Development, Foundation Relations Manager, Events & Volunteer Coordinator, Development Assistant, and an Ambassador of Mentoring. As a member of Year Up's senior management team, the Senior Director will be a key relationship

builder, manager, and strategist, with formal experience in traditional fundraising functions and specific examples of gift solicitation in the \$50K to \$250K range.

The new Senior Director must be able to create and identify opportunity, demonstrate courage, and embody, understand, and believe in the Year Up mission. In keeping with Year Up's values, the Senior Director of Development will also interact with students as a mentor, group facilitator, and advocate, participating in creating and sustaining a positive educational environment, with trust among students, faculty, and site leaders.

## **Responsibilities**

- Identify, cultivate, solicit, and steward a major gift portfolio of 80 to 100 individual and family foundation prospects and donors;
- Develop plans and assume overall responsibility and control for Year Up Boston's fundraising goal (\$3.6M in 2010) through foundations, corporations, volunteer programs, and events;
- Partner with the Executive Director in building the fundraising capacity of Year Up's Boston Board;
- Serve as team leader to development staff of five;
- Develop analytic tools and best practices in collaboration with Year Up fundraising colleagues in other cities and the National Headquarters;
- Serve as member of the Year Up Boston senior management team.

## **Qualifications**

- 10+ years of professional fundraising experience, featuring evidence of resourcefulness, collaboration, and "bottom line" orientation;
- Demonstrated experience managing high net worth relationships and closing individual and family foundation gifts in the \$50,000 to \$250,000 range;
- Ability to serve as development team collaborative leader and major gifts "coach";
- Familiarity with foundations, corporations, special events, and annual giving;
- Keen interest to learn, grow, and contribute in a fast-paced social entrepreneurial environment;
- Success partnering with volunteer and staff leadership;
- Exceptional communication skills;
- Professional and resourceful, with the ability to work independently and as a team player, and to take initiative and manage multiple deadline-driven tasks and projects simultaneously;
- Passion for working with urban youth and an unshakable belief in their potential.

E-mail a resume and thoughtful cover letter stating the skills/experience you have that match the qualifications of this position as well as how you heard about the position to Bill Weber at [yearupboston@developmentguild.com](mailto:yearupboston@developmentguild.com). Please title the e-mail "Year Up Boston Senior Director of Development."

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For more information about Year Up Boston, please visit  
<http://www.yearup.org/locations/boston.htm>

Year Up is an Equal Opportunity Employer.