



Position: Director of Development

Location: San Francisco Bay Area

Salary range: \$135,000–\$165,000 commensurate with experience

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ABOUT 826 NATIONAL

826 National is the largest youth writing network in the country. We amplify the impact of our network of youth writing and publishing centers and elevate the voices of young authors. We believe writing is far more than an academic skill—it is a tool for young people to ignite their creativity, explore identity, advocate for themselves and their communities, and shape their futures.

Together with nine chapters and 826 Digital, the 826 Network serves more than 950,000 students ages 6–18 each year. More than 50 organizations around the world have also adapted the 826 model, collectively serving an additional 150,000 young people annually.

We are working toward a future in which every young person has access to the power and joy of writing.

POSITION SUMMARY

826 National seeks an entrepreneurial, visionary Director of Development to lead the organization's next phase of fundraising growth.

Reporting to the CEO, this leader will develop and execute a bold national fundraising strategy, oversee an integrated development and communications team, cultivate transformational philanthropic partnerships, and help shape the future of one of the country's leading youth writing organizations.

This is an exciting opportunity for a relationship-driven fundraiser who enjoys building as much as sustaining—someone energized by identifying new opportunities, opening doors, and inspiring investment in innovative national initiatives. The Director of Development will partner closely with the CEO and Board of Directors to grow philanthropic support, strengthen a culture of philanthropy across the organization and network, and expand 826 National's visibility among leading funders in education, youth development, arts, literacy, and youth mental health.

The ideal candidate brings deep experience fundraising on a national stage, an established network of philanthropic relationships, and the strategic vision to expand 826 National's reach among leading institutional and individual funders.

Reports to: CEO

Supervises: Development Manager, Finance & Development Coordinator, Senior Communications Manager

Status: Full-time

MAJOR RESPONSIBILITIES

Strategic Leadership

- Develop and lead a multi-year fundraising strategy that advances 826 National's next phase of organizational growth.
- Partner closely with the CEO, Board of Directors, and leadership team to establish ambitious fundraising goals and strategies.
- Lead the organization in growing contributed revenue while diversifying funding streams and strengthening long-term sustainability.



- Design and implement strategies to grow annual revenue from approximately \$3 million to \$4 million through expanded philanthropic investment and innovative fundraising approaches.
- Serve as a member of the leadership team, contributing to organizational strategy, culture, and long-term planning.
- Evaluate and analyze the existing development program and implement effective changes, responses to a changing environment, and policies and procedures to increase overall fundraising performance

Fundraising & Relationship Management

- Position 826 National as a premier national philanthropic investment by cultivating transformative relationships with leading foundations, corporations, and major individual donors across the United States, securing significant investments that fuel the organization's next phase of growth.
- Envision and lead a nationwide fundraising strategy that leverages existing relationships while building new partnerships with nationally recognized foundations, corporate partners, and major individual philanthropists to advance 826 National's mission and growth. Envision and lead national fundraising initiatives and campaigns that elevate 826 National's mission and expand philanthropic support.
- Manage a portfolio of major individual, foundation, and corporate donors, leading all cultivation, solicitation, stewardship, and relationship strategy.
- Build and steward strong relationships with national foundations, corporations, major donors, and philanthropic leaders.
- Partner with the CEO and Board members to cultivate transformational gifts, multi-year investments, and strategic partnerships.
- Lead organization-wide moves management systems that deepen donor engagement and increase philanthropic investment.

Communications & External Engagement

- Provide strategic leadership for fundraising communications, ensuring all messaging compellingly communicates organizational impact and inspires investment.
- Oversee the development of grant proposals, reports, campaign materials, project budgets, the annual report, and other fundraising communications.



- Guide organizational communications strategy, including donor communications, newsletters, social media, media opportunities, conference strategy, and mission storytelling in partnership with the communications team.
- Serve as an engaging spokesperson for 826 National with funders, partners, conferences, and national audiences.

Team & Network Leadership

- Lead, mentor, and develop a high-performing Development and Communications team grounded in collaboration, accountability, continuous learning, and shared success.
- Foster a strong culture of philanthropy across 826 National.
- Partner with Executive Directors and development leaders across the 826 Network to identify and pursue collaborative fundraising opportunities and strengthen fundraising capacity nationwide.
- Steward a national community of Chapter development leaders.
- Lead planning and execution of fundraising events, donor experiences, and cultivation opportunities.

REQUIRED QUALIFICATIONS

- Bachelor's degree or equivalent professional experience.
- A genuine passion for 826 National's mission and belief in the transformative power of writing.
- At least 10 years of progressive responsibility experience in fundraising.
- At least 5 years of experience leading and developing fundraising teams.
- Demonstrated success leading fundraising for a national or multi-regional nonprofit organization.
- Proven track record of raising significant philanthropic revenue for a national or multi-regional organization, including developing and executing a national fundraising strategy. Demonstrated success cultivating and stewarding relationships with national foundations, corporations, and major individual donors, with an established network of philanthropic relationships across the United States.



- Proven experience securing six- and seven-figure gifts from individuals, foundations, and corporations.
- Experience fundraising within a national philanthropic landscape, with strong understanding of—and ideally existing relationships within—national foundation, corporate, and major donor communities.
- Demonstrated success developing and executing fundraising strategies that result in significant revenue growth.
- Exceptional relationship-building skills with donors, volunteers, board members, and organizational leaders.
- Experience partnering closely with boards of directors and executive leadership.
- Outstanding written and verbal communication skills, with exceptional storytelling ability.
- Strong strategic thinking, organizational leadership, and project management skills.
- Extensive experience with Salesforce or comparable CRM platforms.
- A collaborative leadership style that builds trust across teams and functions.
- Demonstrated commitment to thoughtful donor stewardship and authentic relationship building.
- A proactive, entrepreneurial mindset with enthusiasm for networking, face-to-face relationship building, and identifying new opportunities.
- 826 National imagines applicants with backgrounds in cause marketing, corporate and foundation relations, and sponsorship, sales, and frontline fundraising to be particularly applicable.

ABOUT THE TEAM

Based primarily in San Francisco, the 826 National team is a collaborative group of passionate professionals dedicated to championing young writers, advancing writing education nationally, and supporting the work of the 826 Network and 826 Digital.

Our work is grounded in five organizational values:



- Power & Potential of Youth: We believe in the power of young voices, the possibility in their ideas, and the value of their words.
- Commitment to Creativity & Learning: We foster creativity and lifelong learning through high-quality, evidence-based experiences.
- The Transformative Power of Writing: We believe writing unlocks confidence, agency, and opportunity.
- Strength of Community: We believe lasting impact is created through collaboration and collective action.
- Diversity, Equity, Inclusion, and Belonging: We strive to embed these principles throughout our culture, programs, and partnerships.

BENEFITS

826 National offers a comprehensive benefits package including medical, dental, vision, retirement benefits, paid holidays, and 15 days of paid vacation during the first two years of employment, with additional vacation accrual thereafter.

HOW TO APPLY

Please visit <https://826national.typeform.com/to/XPyMmlu6> to submit your resume and a thoughtful cover letter describing your interest in the role and your relevant experience.

826 National is an equal opportunity employer committed to building a diverse and inclusive team representative of the communities we serve. We encourage candidates of all backgrounds and identities to apply.

