



# PRESIDENTIAL PRECINCT



## Senior Director of Development Charlottesville, Virginia

**DRi Waterstone**  
HUMAN CAPITAL

DRiWaterstone Human Capital  
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# About The Presidential Precinct



## Providing Leadership Exchanges, Global Forums, and Professional Fellowships since 2012.

### MISSION

We engage and inspire emerging leaders to address the most pressing challenges in their countries.

### VISION

We believe in the transformative power of visionary leaders to create thriving, just, and free societies.

### FOCUS AREAS

Six primary areas of focus: women's empowerment, economic opportunity, good governance, human rights and justice, cultural heritage, and civic engagement.

### ABOUT

The Presidential Precinct engages and inspires emerging leaders to address the most pressing challenges in their countries. We seek to draw out the best from these leaders through professional fellowships, leadership exchanges, global forums, and virtual resources with six primary areas of focus: women's empowerment, economic opportunity, good governance, human rights and justice, cultural heritage, and civic engagement.

Over 1,400 leaders from more than 170 countries have joined the Presidential Precinct's programs and returned home to invest their knowledge, expertise, and networks to transform the lives of millions worldwide. The Precinct sits at the center of a five-member consortium, consisting of two premier universities - the University of Virginia and William & Mary- and three internationally renowned historic sites - James Madison's Montpelier, James Monroe's Highland, and Thomas Jefferson's Monticello.



Over **1400**  
program  
participants  
representing  
**170** Countries.



## The Presidential Precinct seeks a strategic and passionate Senior Director of Development to support emerging global leaders.

### ROLE OVERVIEW:

The Senior Director of Development at the Presidential Precinct is a strategic leadership role responsible for developing and executing fundraising strategies that drive corporate, individual, and foundation giving. Reporting to and working in collaboration with the President/CEO, the Senior Director will be an active fundraiser who brings a competitive spirit to the role that is matched only by their passion for Presidential Precinct's mission.

### KEY RESPONSIBILITIES:

- ❖ Develop and execute comprehensive fundraising strategies to meet annual fundraising goals, with a focus on new donors and targets with capacity for five, six, and seven-figure gifts.
- ❖ Implement a proactive outreach program addressed to a targeted list of corporations, foundations and individuals and actively cultivate them.
- ❖ Collaborate closely with the President/CEO and work with internal and external stakeholders.
- ❖ Lead, manage, and mentor the Development team, overseeing training, fundraising metrics, and performance evaluations.
- ❖ Provide strategic guidance on fundraising initiatives, leveraging a deep understanding of the Presidential Precinct's core values and mission.
- ❖ Engage with the Board of Directors and provide support for fundraising opportunities.
- ❖ Plan and execute fundraising events and outreach activities to engage donors and raise funds. This includes organizing galas, donor appreciation events, and other fundraising initiatives.



# The Candidate



The ideal Senior Director of Development will be a confident leader with a proven track record of driving fundraising success, expanding revenue streams, and inspiring teams to exceed ambitious goals. This individual will play a pivotal role in supporting the CEO's fundraising initiatives while fostering a culture of innovation and strategic growth. A dynamic, results-driven mindset will define the perfect candidate for this role. More than anything, the successful candidate will be an out-the-door fundraiser.

## Seasoned Fundraising Visionary & Growth Catalyst

- ❖ Gains adept understanding of the organization to strategically define opportunities to diversify revenue streams and sets ambitious fundraising goals. At least **five** years of frontline fundraising experience with knowledge of influential mid-Atlantic donor networks. Demonstrated ability to secure corporate and foundation gifts over \$100k, and individual major gifts at the \$50,000 level. Business development or sales skills are likely transferrable in this role with additional qualifications.

## Prospect Development Analyzer

- ❖ Identifies prospects to determine capability and avenues to connect and build relationships with key contacts. Candidates with corporate fundraising success will be strongly considered.

## Organized Time Manager

- ❖ Understands where and how to spend their time and works with a sense of urgency. Balances important work with necessary and immediate work effectively and pays greatest attention to activities where there is greatest ROI.

## Passionate Philanthropy Ambassador

- ❖ Driven by the organization's critical impact on emerging global leadership, embodies passion for the mission and crafts compelling messaging via verbal, written, and visual delivery. Relationship-building skills that will provide the organization with new and sustained engagement with donors, board members, executives within the Presidential Precinct's sphere of influence.

# The Candidate (continued)

## Donor Stewardship and Growth Mentor

- ❖ Respects and values donor relationships at all stages and giving levels providing impact reporting and superior stewardship. Cultivates relationships with donors to elevate gifting.

## Resourceful Fundraising Expert

- ❖ Leverages knowledge of industry standards and trends that effectively identify, steward, and secure relationships with donors.

## Leadership Luminary

- ❖ Recognizes and acknowledges strengths in others and fosters culture of professional development, coaching, and mentoring.

## Tech-Savvy CRM User

- ❖ Committed to data integrity and using Bloomerang to its maximum potential through data mining, moves management, and record-keeping.

## Adaptable and Driven

- ❖ Understands the effects of the everchanging political and economic climate and its impact on philanthropy and global leadership. Assesses risk, discovers solutions, and determines forward approach to potential obstacles.

## Minimum Education

- ❖ Bachelor's Degree required.





Submit your application:  
<https://driwaterstonehc.com/position/snr-director-of-development-presidential-precinct>

**Salary:** \$115,000 - \$125,000 annually

**Travel:** Regional travel required as needed, sometimes overnight.

**Location:** The Presidential Precinct is located in Charlottesville, Virginia. Staff practice a hybrid schedule; 3 days in office, 2 days remote. The Presidential Precinct will consider candidates from the Mid-Atlantic. Proximity to major areas of influence (Washington DC, New York City) will also be considered.

**Equal-opportunity employer:**

The Presidential Precinct is an equal opportunity employer.

DRiWaterstone has been exclusively retained for this engagement. All first-round interviews for this position will take place via video conference with DRiWaterstone.

## About DRiWaterstone

DRiWaterstone is a women-founded executive search firm recognized by Forbes magazine as one of the leading executive recruiting firms in the U.S. With a focus on purpose and mission-driven organizations, we provide executive search and strategic consulting services to help regional, national, and international clients grow, thrive, and excel.