



THE SCHOOL FOR ETHICS AND GLOBAL LEADERSHIP

Position Announcement

DIRECTOR OF ADVANCEMENT WASHINGTON, DC



DR*i* Waterstone
HUMAN CAPITAL

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THE SCHOOL FOR ETHICS AND GLOBAL LEADERSHIP

The School for Ethics and Global Leadership (SEGL) is a semester-long residential program for intellectually motivated high school juniors who represent the diversity of the United States.

SEGL has campuses in Johannesburg, South Africa; London, United Kingdom; and Washington, DC, and each campus serves approximately 24 students each term.

The program selects students who demonstrate outstanding character, leadership potential, and academic excellence, and offers them a unique curriculum focused on ethical thinking, leadership development, and international affairs.

Mission Statement:

To provide intellectually motivated high school juniors who represent the diversity of the United States with the best possible opportunity to shape themselves into ethical leaders who create positive change in our world.

More information is available at www.schoolforethics.org.



CAMPUS LOCATIONS

JOHANNESBURG, SOUTH AFRICA

LONDON, UNITED KINGDOM

WASHINGTON, DC, UNITED STATES

THE OPPORTUNITY

The Director of Advancement, reporting directly to the Head of School and serving as a key member of the senior leadership team, will provide visionary leadership and strategic direction for all aspects of SEGL's fundraising efforts. The Director will play a central part in shaping institutional priorities and advancing SEGL's long-term philanthropic goals. The Director will be a dynamic and persuasive communicator, representing the school to major donors, alumni, and key stakeholders. The ideal candidate will bring a deep commitment to SEGL's core values and a passion for fulfilling its mission.

Fundraising:

- ❖ Cultivate and steward relationships with key stakeholders across SEGL, parent, and graduate communities.
- ❖ Identify and solicit gifts at all levels to meet an annual fundraising goal of \$1.2 million for the Annual Fund and special initiatives.
- ❖ In coordination with the Head of School, develop best-in-class salon events for high-level benefactors.
- ❖ Write compelling proposals to secure funding from identified prospects.
- ❖ Conduct thorough research to identify potential major benefactors and build a robust prospect pipeline.
- ❖ Manage all strategies and activities for benefactor cultivation, solicitation, and accountability.
- ❖ Provide research, background information, appropriate materials, and recommended strategies that enhance conversations between benefactors, potential benefactors, and the Head of School.
- ❖ Work closely with SEGL's Board of Trustees and report on fundraising progress, secure their support for development initiatives, and engage it in donor cultivation.
- ❖ Serve as a member of the senior leadership team, helping to oversee day-to-day operations and guide strategic planning to ensure SEGL's current and future financial needs are met or exceeded.



CHANGE YOURSELF. CHANGE THE WORLD.

Stewardship and Reporting:

- ❖ Establish a comprehensive stewardship program to maintain meaningful connections with benefactors and provide regular updates on the impact of their contributions.
- ❖ Ensure timely generation of donation acknowledgements and recognition, accounting, and data management.
- ❖ Plan and execute fundraising events.
- ❖ Develop and track proposals and reports.
- ❖ Provide comprehensive data and statistical reporting to the Head of School to set annual fundraising strategy, goals, and agenda.
- ❖ Manage and maintain SEGL's Development CRM (Blackbaud/Raiser's Edge).

Communications:

- ❖ Work with the Head of School to coordinate institutional external messaging designed to elevate SEGL's visibility.
- ❖ Plan and direct a comprehensive, coordinated, and high-quality communications plan to express the mission and value of SEGL to various audiences.
- ❖ Develop and implement communication strategies that strengthen relationships with current and prospective donors, including personalized outreach, impact storytelling, and stewardship materials.

Student and Graduate Relations:

- ❖ Identify and implement short and long-range goals, policies, and operating procedures for management of the SEGL's graduate class.
- ❖ Develop and manage an annual plan for graduate relations.
- ❖ Maintain an accurate and complete database of graduates and friends of SEGL to track ROI on SEGL programming, and to enable successful fundraising research, prospecting, and donation tracking.
- ❖ Engage current and recent families of SEGL students and re-engage graduates and graduate families.

THE CANDIDATE

The ideal candidate is a multifaceted professional who blends strategic vision with exceptional interpersonal skills and a genuine passion for education. The Director of Advancement will have the following essential qualities:

A masterful relationship builder: The ideal candidate will effectively build meaningful connections with a wide range of individuals—parents, graduates, faculty, students, friends, and trustees. The candidate will listen carefully, thoughtfully, and empathetically, seeking to understand each donor’s motivations and values in order to align them with SEGL’s mission and needs.

A strategic and results-oriented fundraiser: The Director of Advancement will understand the entire donor pipeline, from identification and cultivation to solicitation and stewardship. The candidate will also be adept at developing and executing comprehensive fundraising plans, and always seek new opportunities to engage supporters and secure resources for long-term success.

Embody a deep commitment to SEGL’s mission and values: The ideal candidate will be an authentic advocate for SEGL’s unique educational experience. The Director will articulate the value proposition of SEGL, including its academic excellence, extracurricular offerings, “growth discourse model,” and the positive impact on students' lives and the critical problems facing our world.

Requirements:

- ❖ Bachelor’s degree required. Development certification (CFRE, CFRM) would be a valued addition.
- ❖ Proven success as a nonprofit/education fundraiser, with experience in major gifts and a successful track record in developing comprehensive fundraising strategies.
- ❖ Demonstrated excellence as an authentic relationship builder.
- ❖ Exceptional writing skills.
- ❖ Experience in event planning and execution.
- ❖ Ability to work successfully with major donors, alumni, senior administrators, and SEGL colleagues.
- ❖ Experience with Blackbaud / Raiser’s Edge NXT software is preferred.
- ❖ Demonstrated ability to maintain sensitive and confidential information.
- ❖ Strong attention to detail and a determined attitude toward meeting deadlines and goals.
- ❖ Enthusiasm for working as part of a passionate, collegial, mission-driven team that celebrates diversity.



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To learn more and to submit an application, please visit:
<https://driwaterstonehc.com/position/segl-director-of-advancement>

Compensation:

Salary Range - \$140,000 - \$160,000 – Compensation is commensurate with experience

Additional Benefits:

- ❖ Medical insurance (including PPO & HMO options) and dental insurance
- ❖ 403(b) retirement plan with SEGL matching contribution
- ❖ Professional development support and benefits
- ❖ Generous sick, personal, and paid family leave programs
- ❖ Free lunch

Location: Washington, DC

Travel Expectations:

There will be some travel for graduate events and donor meetings, but not a significant amount.

The School for Ethics and Global Leadership is an Equal Opportunity Employer:

SEGL admits students of any race, color, national origin, ethnic origin, creed, gender identity, gender expression, and/or sexual orientation to all the rights, privileges, programs, and activities generally accorded or made available to students. It does not discriminate on the basis of race, color, national origin, ethnic origin, creed, gender identity, gender expression, and/or sexual orientation in administration or its educational policies, admission policies, scholarship and loan programs, and other school-administered programs.

About DRiWaterstone:

DRiWaterstone is a nationally recognized, women-founded executive and strategic services search firm that partners with purpose and mission-driven organizations who recruit purpose and mission-driven candidates. We are nationally recognized in leading publications, including the 2025 Forbes “America’s Best Executive Recruiting Firms.”