

A BETTER CHICAGO

POSITION: DEVELOPMENT ASSOCIATE

ABOUT THE ORGANIZATION

A Better Chicago is a nonprofit venture philanthropy fund devoted to changing how Chicago fights poverty by investing in bold ideas that create opportunity for our youth. Driven by the core beliefs that education has the power to change everything and that charity as usual doesn't work, A Better Chicago invests in and supports a select portfolio of high-performing nonprofits that are putting low-income students on a path toward high school, college and career success. Through its approach to selecting and supporting outstanding organizations, A Better Chicago seeks to improve opportunities for young people while setting an example of how philanthropy can drive compelling results at scale.

Current challenge and A Better Chicago's solution:

Despite decades of reform efforts, only 18% of Chicago Public School freshmen are graduating from college by the age of 25, and even fewer enter a career with a family-sustaining wage. In response, A Better Chicago is harnessing best practices from the public and private sectors to find, fund and scale a portfolio of high-performing nonprofit organizations that puts low-income students on a path to high school, college and career success. Through a combination of funding and management support, A Better Chicago is providing Chicago's most effective nonprofits with the financial and intellectual capital to thrive.

Key elements of A Better Chicago's model include:

- **Rigorous due diligence:** A Better Chicago carefully screens organizations and only funds those that have strong leadership, a compelling program model and a demonstrated commitment to outcomes measurement
- **Adding value:** It takes more than just money. A Better Chicago provides strategic support in areas like business planning, executive search and leadership development—all of which are critical to building strong organizations and achieving meaningful outcomes
- **Results:** A Better Chicago's team works tirelessly so that every dollar raised has the maximum possible impact. The organization openly shares its performance because it believes in accountability. It's part of how A Better Chicago is transforming philanthropy
- **100% impact:** A Better Chicago's board of directors and leadership council cover all of our operating expenses, so 100% of all donations are directly invested in our portfolio of outstanding nonprofits

Since launching in 2010, A Better Chicago has made compelling progress:

- Raised over \$30 million to invest in Chicago's most effective nonprofits
- Built a founding board, leadership council, impact council and high-performing staff
- Reviewed 700+ organizations and built a portfolio of 11 high-performing organizations
- Developed partnerships with leading professional services firms to help grantees tackle their most pressing strategic and operational challenges

For more information, please visit www.abetterchicago.org.

A BETTER CHICAGO

ABOUT THE POSITION

A Better Chicago seeks a strategic and engaging relationship manager who is passionate about providing opportunity for young people in Chicago. As part of the external relations team, the Development Associate will play a critical role in achieving fundraising goals through managing a growing portfolio of donors, providing high-quality support to senior fundraisers on the team and driving fundraising strategy.

Why this is your dream job:

This is an ideal opportunity for a candidate seeking an external facing role at an entrepreneurial and innovative nonprofit organization. The Development Associate role provides an unmatched opportunity to 1) build fundraising skills through hands-on experience; 2) develop a network of high-caliber leaders in the nonprofit, philanthropic and business communities; 3) manage innovative strategies that strengthen project management and analytical skills; and 4) work with an amazing and collaborative team to take on new challenges and achieve ambitious goals. If you're excited by the idea of motivating others to contribute to the great solutions that are dramatically enhancing opportunities for low-income students, this is your ideal job.

Why this is a challenging job

A Better Chicago is a fast-paced organization that maintains high standards and ambitious targets. Each member of A Better Chicago's lean team relishes the opportunity to roll up their sleeves to be a part of building something great. A Better Chicago has built a strong base of donors, but the ongoing work of identifying and engaging new potential donors is challenging. A successful Development Associate will identify ways to maximize efficiency in how they manage their portfolio while still building strong and authentic connections between donors and A Better Chicago. Critical to this role are an ability to flexibly support organizational leadership as needs arise and to bring an "ownership" mindset to tasks big and small. With a lean team and growing ambitious revenue targets, the Development Associate will need to be comfortable juggling numerous - and sometimes competing - priorities and managing up to ensure work is being completed efficiently and with the high-quality expected at A Better Chicago.

Specific responsibilities include, but are not limited to:

- Oversee the strategy, engagement and growth of a portfolio of donors, including managing the full donor cycle (prospecting through solicitation)
- Support organizational leadership in developing the strategy and engagement of targeted donors (including corporate, foundation and co-investment relationships), including:
 - Research and customize grant proposals and reports for targeted donors
 - Prepare materials in advance of meetings with current and prospective donors
 - Lead research on individual, corporate and foundation prospective donors and use it to inform strategy
 - Create and maintain donor and donation records and activities in Salesforce
- Drive strategy for the impact council, A Better Chicago's young professionals board, and manage the execution of impact council activities
- Provide thought partnership to senior leadership by managing fundraising dashboards and donor analytics, including analyzing trends and recommending strategies for engagement of prospective and current donors

A BETTER CHICAGO

REPORTS TO: Director of Development

CANDIDATE REQUIREMENTS:

The ideal candidate may bring experience from the private, public, and/or nonprofit sectors and will possess the following qualifications and attributes:

- Deep commitment to A Better Chicago's mission to drive socioeconomic change through investing in organizations creating high-quality educational and career opportunities for Chicago students
- Skills and experience:
 - 4+ years of professional experience working in challenging roles with increasing levels of responsibility
 - Ability to authentically build and maintain relationships
 - Proven track record of influencing external stakeholders toward action
 - Excellent verbal and written communication skills
 - Strong analytical skills and quantitative orientation
 - Demonstrated ability to develop, manage, and execute work stream(s) with significant autonomy
- Demonstrated commitment and track record of excellence across A Better Chicago's values:
 - **Courage:** *We proactively step up to challenges, make tough decisions and act decisively. We say what we believe, even if it's unpopular.*
 - **Empathy:** *We respect and seek to understand a diverse range of perspectives from our teammates, partners and the communities we serve.*
 - **Judgment:** *We make wise decisions despite ambiguity. We cut through noise to focus on the most important issues.*
 - **Drive:** *We bring an ownership mindset and hold ourselves accountable to delivering results. We have a bias toward action.*
 - **Innovation:** *We develop creative solutions that enable us to overcome obstacles and achieve more for Chicago's youth.*
 - **Stretch:** *We get better every day through feedback, reflection and growth.*
 - **Self-awareness:** *We work to understand our abilities, our growth opportunities, and the impact of our actions on others.*
 - **Positive attitude:** *We bring energy, optimism and a sense of possibility to our work, especially in difficult times.*
 - **Teamwork:** *We support our colleagues to be their best. We work collaboratively to solve problems. We put our team above ourselves.*
- Strong proficiency in PowerPoint and Excel
- Experience with Salesforce preferred
- Bachelor's degree required

COMPENSATION AND BENEFITS:

Salary is competitive and commensurate with experience. A Better Chicago offers an excellent benefits package, which includes:

- Medical, dental and vision insurance
- Short-term and long-term disability insurance
- 401K plan with company contribution

A BETTER CHICAGO

- Significant paid time off, including three weeks of vacation, five sick days, and 16 days off for public holidays and office closure

TARGETED START DATE: September 2019

LOCATION: Chicago, IL

TO APPLY, SEND COVER LETTER AND RESUME BY JULY 1 TO: externalrelations@abetterchicago.org

Cover letters should address the following questions and be no longer than a single page:

- What appeals to you about fundraising for A Better Chicago?
- Describe the most complex challenge you've conquered in a work setting. What was the challenge and what made it complex? How did you overcome it? What support did you receive?

REFERRAL AWARD: A referral award of \$1,000 will be given to the individual who refers the candidate who fills this role.

A Better Chicago is an equal opportunity employer and welcomes candidates from diverse backgrounds.