



JOB TITLE: Development Director, Southern California
LOCATION: Irvine, CA - Hybrid
STATUS: Full-Time (Exempt)
SALARY & BENEFITS: \$120,000 - \$140,000

TGR FOUNDATION

For more than 25 years, TGR Foundation has worked to create a world where opportunity is universal, and potential is limitless. With an unwavering commitment to impact youth from under-resourced communities, its mission is to empower students to pursue their passions through education. TGR Foundation helps students connect passion with purpose through signature programs focused on in-person, project-based learning, skills development, college access, career readiness and educator professional development. For more information, visit tgrfoundation.org or connect with the organization on [Facebook](#), [Twitter](#) and [Instagram](#).

OVERVIEW

The Director of Development is a critical member of the development team and will work in partnership with the Directors of the TGR Learning Labs in Anaheim and LA along with the Chief Development Officer to build a comprehensive fundraising program aimed at supporting the ongoing operations of the TGR Learning Labs in SoCal and LA as well as national program needs for TGRF through all fundraising sources. Reports to the Chief Development Officer and is part of the national fundraising team.

KEY RESPONSIBILITIES

- High energy, competitive and achievement driven focused on fundraising in the Southern California area.
- Build a comprehensive fundraising program and plan aimed at supporting national programs as well as the ongoing operations of the TGR Learning Labs in Anaheim and LA.
- Generate a diverse pipeline comprised of corporate, foundation and individual givers. Build and implement cultivation, solicitation, and stewardship plans for qualified donors.
- Solicit and close new gifts, as well as partnerships.
- Responsible for donor communication and relationship management, event planning and implementation, and donor fulfillment and budget attainment.
- Assists with the identification, engagement, and solicitation of local advisory board members.

REQUIREMENTS

- Minimum 5 years of relevant work experience.
- Minimum bachelor's degree or equivalent experience preferred.
- Salesforce experience preferred but not required.
- Ability to travel up to 20%

**Skills**

- Ability to cultivate key community relationship including corporate, foundation and individual philanthropists in the SoCal and LA Areas.
- Excellent written and verbal communication skills.
- Proven success with managing budgets, training volunteers, utilizing timelines and translating data into action plans.

TO APPLY

Please submit the following materials via email to Katie Vazquez (kvazquez@tgrfoundation.org):

- Cover Letter
- Resume

No phone calls please.

TGR Foundation is proud to be an Equal Opportunity Employer.

This job description is illustrative of duties typically performed by this job; it is not intended to be an exhaustive listing of every job responsibility. Because job responsibilities may change from time to time, TGR Foundation reserves the right to add and/or remove job responsibilities from this position.