



Director of Development

Palo Alto, CA



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Learning Policy: A New Perspective

The Learning Policy Institute (LPI), founded in 2015, conducts and communicates independent, high-quality research to improve education policy and practice. Working with policymakers, researchers, educators, community groups, and others, LPI seeks to advance evidence-based policies that support empowering and equitable learning for each and every child. Non-profit and non-partisan, LPI connects policymakers and stakeholders at the local, state, and federal levels with the evidence, ideas, and actions needed to strengthen the education system from preschool through college and career readiness.

This is a new moment for public education in the United States and around the globe. Our world is being transformed by new technologies, shifting demographics, and the demands of a global economy, not to mention the global health pandemic directly affecting a child's education. This requires new learning that prepares all children with the problem-solving, critical-thinking, communication, and collaboration skills to solve the complicated problems and meet the complex challenges of our fast-paced, quickly changing world.

Today's learning must be supported by a transformed public education system that:

- ❖ Provides empowering learning opportunities for all children which develop their abilities to find and apply knowledge; think critically and creatively; solve problems, communicate, and collaborate; and contribute to the improvement of their community and society.
- ❖ Is designed, managed, and funded to support this kind of deeper learning for each child.
- ❖ Assesses learning authentically, with tools used to inform teaching and support progress rather than to punish students, staff, or schools.
- ❖ Continually improves through research, evaluation, sharing of data and best practices, and ongoing inquiry within and across every level of the system.
- ❖ Develops a diverse and highly competent educator workforce with the knowledge, skills, and dispositions to help all children succeed.

In this new moment, there's substantial ground on which Americans agree in terms of investing in the kind of education that moves our nation forward—one that guarantees all children learn and graduate, find good jobs, and contribute to improving their communities. LPI collaborates with leaders in education, communities, government, business, and other fields who share a commitment to high-quality education and are committed to using evidence to guide their search for smart policy and systemic change.



Issues & Work

Issues

- ❖ **Whole Child Education:** A “whole child” education prioritizes the full scope of a child’s developmental needs as a way to advance educational equity and ensure that every child reaches their fullest potential.
- ❖ **Resources and Examples: Learning in the Time of COVID-19:** As the COVID-19 pandemic continues, the education field is producing a growing body of useful resources to support student learning and well-being during school closures.
- ❖ **Equitable School Finance:** Schools that receive less funding are usually those with large populations of students from low-income families, students of color, and students with disabilities. Those funding disparities lead to disparities in educational outcomes.
- ❖ **Teacher Preparation for Deeper Learning:** The lessons learned from the study of these programs provide valuable information for practitioners and policymakers seeking to ensure that our nation’s teachers have the knowledge and skills necessary to prepare all students for college, their career, and civic life.

Our Work

- ❖ **Early Childhood Learning:** High-quality early learning provides young children, particularly those from low-income households, with the foundation that research shows improves academic success and provides long-term benefits.
- ❖ **Equitable Resources and Access:** Equitable distribution of financial and other critical resources, including access to high-quality educators, college preparatory curriculum, and support services, creates the foundation necessary for every child to succeed.
- ❖ **Deeper Learning:** The Learning Policy Institute explores three key components of deeper learning strategies: Curriculum, Instruction, and Assessments; College, Career, and Civic Readiness; and School Organization and Design
- ❖ **Accountability and Improvement:** Effective accountability systems ensure adequate and equitable resources and enable ongoing improvement. They do this by providing the information, capacity building, and support needed to identify strengths and challenges, and make necessary improvements.
- ❖ **Educator Quality:** LPI explores three key components of educator quality: Evaluation and Career Development; Professional Learning; and Recruitment and Retention
- ❖ **Every Student Succeeds ACT (ESSA):** LPI has produced an extensive collection of resources to inform and guide policymakers and stakeholders in the development of state ESSA plans.



The Opportunity

The Learning Policy Institute is seeking a Director of Development to help cultivate and steward relationships with the organization’s dedicated foundation funding partners. Reporting to the Executive Director, the Director of Development will leverage existing relationships while building a pipeline of potential funders. The Director of Development will work collaboratively with teammates across the organization’s 55 full-time staff, working directly with the Executive Director and Chief Executive Officer to maintain relationships with foundations already giving at the 7-figure level and ensuring those relationships are fostered and continue to flourish.

- ❖ Take responsibility for comprehensive activities designed to build and steward a pipeline of foundation investors with 6- and 7-figure giving potential.
- ❖ Utilize a wide range of tools—including LPI’s internal records, relationship mapping, and external databases—in order to identify and prioritize a pool of major investor prospects.
- ❖ Facilitate strong working relationships with Learning Policy Institute’s staff, engaging them appropriately in investor cultivation and stewardship and ensuring adequate preparation for investor meetings.
- ❖ Work collaboratively and actively with LPI’s staff members in proposal preparation and submission.

- ❖ Maintain the current portfolio of 32 funders while pursuing active prospects in the institutional giving pipeline to fill in for areas that do not already receive sufficient funding.
- ❖ Oversee the entire grant lifecycle, including discovery, writing, stewardship, and reporting.
- ❖ Cultivate and increase the institutional giving investor base around the country through networking, face-to-face meetings, and substantive phone conversations.
- ❖ Discover and solicit 6- and 7-figure grants that support LPI’s learning initiatives.
- ❖ Deepen the participation of major investors in the fundraising process, effectively leveraging them in the identification and cultivation of new prospects.





The Candidate

The ideal candidate will be familiar with foundations interested in funding programs related to education policy. Learning Policy Institute is in search of a dedicated, revenue-generating performer with a passion for policy and education to join its team as a Director of Development, working to maintain and grow multi-year relationships with a variety of funders. The Director will be comfortable collaborating across the organization to achieve these goals and will fully embrace the opportunity to work with the organization's funders. This position will ideally be based in Palo Alto, CA. Alternatively, this individual could be based in Washington, DC.

Background

- ❖ At least 10 years of experience in non-profit development with proven revenue results.
- ❖ Bachelor's degree is required.

Skills and Accomplishments

- ❖ Demonstrated ability to cultivate and steward long-term investor relationships that expand an investor base, increase revenue, and advance organizational goals.
- ❖ Record of cultivating relationships with long-term partners, listening to their needs and adapting stewardship style accordingly.

- ❖ Ability to work in a fast-paced environment where new opportunities are constantly emerging.
- ❖ Ability to communicate and establish a positive rapport with key C-level executives, experienced philanthropists, and charitable foundations.
- ❖ Ability to work independently and to embrace collaboration, teamwork, and flexible thinking.
- ❖ Strong communications skills, both written and oral; ability to express oneself succinctly and effectively in writing.
- ❖ High degree of self-motivation and initiative, with the ability to prioritize, take the lead on major writing projects, and follow them through to completion on schedule.
- ❖ Collaborative style that supports information sharing and a team-based approach to fundraising.
- ❖ Record of partnering with senior leaders and Board members to meet revenue targets and to deepen stakeholder engagement in an organization.
- ❖ Experience and judgment necessary to make thoughtful decisions, seeking advice when needed, and ultimately taking ownership of those decisions.



Questions, résumés, and CVs should be sent to search@driconsulting.com

All first-round interviews for this position will take place at Development Resources, *inc.* at 1820 N. Fort Myer Drive, Suite 702, Arlington, VA 22209, (703) 294-6684, or via telephone/video conference.

DRi is an executive search and development consulting firm that recruits senior leaders and works with them to build talented teams, create bold strategic plans, and design powerful fundraising programs.

Learning Policy Institute is an Equal Opportunity Employer and is seeking a diverse slate of candidates for formal consideration.



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