



KING SCHOOL



Director of the King Fund

An Executive Search by The Angeletti Group, LLC



THE OPPORTUNITY

The Angeletti Group invites nominations and applications for King School's next Director of the King Fund. The organization seeks a dynamic, mission-driven fundraising professional to oversee its year-round annual giving program.

The Director of the King Fund will report to the Director of Development. In this role the Director will provide strategic leadership to create, execute and evaluate the year-round fundraising program to achieve yearly growth as a key initiative of King School's upcoming comprehensive campaign. The Director will also establish and manage both short and long-term relationships with prospects with capacity to make outright gifts or pledges of \$5,000 or more and develop and implement strategies to establish robust connections with alumni, parents, donors, faculty, staff and other constituents.



ABOUT KING SCHOOL

Located in Stamford, CT, King School is a PreK-12 independent, college preparatory day school that serves the diverse families of Fairfield and Westchester Counties. With 700+ students and 190 faculty and staff, it provides an excellent, progressive education, grounded in the traditional disciplines of the arts and sciences, committed to the nurturing of individual potential, and designed to promote critical thinking and reasoned reflection.

Through its mission to prepare its students to thrive in a rapidly changing world and its values of integrity, kindness, perseverance and respect, King School seeks more than achievement for its students. It opens minds and sparks courageous thinking.

Every day, its students discover and forge their unique paths to excellence as King School's faculty and staff teach, guide, and cheer them on. By setting better standards for both the experience and outcomes of education, students cultivate the insights and heart to own their future.

King seeks to employ faculty and staff who love working with children, have passion for and expertise in their subject matter, exhibit a growth mindset, embrace the multidimensional roles we each play, and prioritize the learning process for students and staff.

With 23% of its students identifying as students of color, diversity is foundational to its academic and professional excellence, and is a core value at King. The King community thinks, learns and works more deeply due to the many facets of diversity in its community, including but not limited to gender, race, ethnicity, religion, socio-economic status, sexual orientation, age, ability, and learning style. It leverages cultural differences and intellectual diversity to create an inclusive and vibrant learning community, endeavoring for each person to feel seen, heard, valued, and respected.





THE DIRECTOR OF THE KING FUND

The Director will be a development professional of proven experience and exceptional skill, with the ability to inspire and work collaboratively with all community and team members to champion a robust annual giving program. With the recent launch of King's 2020-2025 Strategic Plan, the school finds itself at an exciting moment in its evolution. King will strive to be the country's premier PreK-12 research-driven institution in which students embrace open minds and courageous thinking. The King Fund provides a critical element of King's plan, with a FY22 public King Fund goal of \$2 million in philanthropic support. The Director will have as their major charge the responsibility to reach or exceed this goal to reach King School's strategic objectives. An important component of the position will be the ability to be a long-

range visionary fundraiser who will personally cultivate and solicit an individual giving portfolio as well as engage organizational and volunteer leadership in ways they can add the greatest value. The Director of the King Fund is a full-time, twelve-month exempt position.

AREAS OF EMPHASIS FOR DIRECTOR OF THE KING FUND

The Director of the King Fund will provide strategic direction, leadership and daily management:

Perform Development Activities:

- Oversee the strategic development of a comprehensive fundraising plan and appeal schedule for the King Fund.
- Set dollar, participation, and qualitative goals for the King Fund.
- Create and administer the King Fund plan and budget, including generation of department goals and priorities related to the King Fund.
- Develop and align plans and strategies to fulfill established annual giving fundraising targets, including the senior parent gift program, through the effective implementation and integration of all available solicitation channels, including direct mail, e-mail, social media, web-based/crowdfunding, phone, and personal appeals.
- Identify and deploy new tools and strategies currently not in use at King to solicit and engender philanthropic support.
- Work strategically with the development team and board to identify, cultivate, solicit and steward prospects/donors with the ability to execute leadership-level annual fund gifts.
- Execute moves management of 100 to 150 prospects within an individual giving portfolio (\$5,000-\$49,999) to areas such as the King Fund and other budget-relieving areas such as "current use" scholarships.
- Conduct asks and close solicitations in partnership with board members, and School leaders.
- Envision and build a team to execute giving events and other concentrated King Fund strategies such as GiveKingTuesday and March Madness.
- Cultivate and maintain strong mutually rewarding relationships with parents, alumni, faculty, staff, and other constituents.
- Perform all other duties as assigned by the Senior Associate Director of Development or the Director of Development.

Perform Administrative and Public Relations Functions:

- Create a more robust volunteer recruitment and management system. This includes but is not limited to overseeing overall engagement of the King Fund Leadership Committee including leveraging their outreach and running frequent committee meetings.
- Keep the Development team, King Fund Leadership Committee, and Board informed with accurate and timely information and assignments regarding the King Fund and other activities and progress against established goals.
- Prepare analytical reports, target data, comparisons, goal summaries, etc., on an as-needed basis.
- Liaise with the Marketing and Communications team regarding photos, graphics, design, production, increased marketing opportunities, etc. of all King Fund materials, both physical and electronic. Provide direction and feedback as they interface directly with vendors and potentially mail houses. Ensure current and inspiring King Fund content on King's website.
- Provide event support.



QUALIFICATIONS AND PREFERENCES

- A minimum of 6+ years of a demonstrated track record of progressively responsible experience in annual giving or direct response marketing, preferably in an academic setting.
- Success in leading an annual fund program with demonstrated year-over-year growth.
- Experience creating long-range visioning for an annual fund, including creation of ramp-up campaign strategies.
- Successful completion of one or more comprehensive fundraising campaigns for which the annual fund was a primary component; tangible, measured outcomes of leadership strategy in campaign development and execution.
- Demonstrated background in volunteer management and in reinventing and reinvigorating a volunteer program to include vastly increased participation, visibility, community status, and metrics.
- Excellent interpersonal, verbal and written communication skills: an accomplished writer and “story-teller” skilled at weaving together compelling appeals and solicitations across multiple media, with the ability to work with and communicate effectively across a broad range of internal and external constituents including faculty, staff, students, alumni, parents and friends of the School.
- Excellent organizational and planning skills and a superior attentiveness to detail; high integrity and professionalism, respecting the confidential nature of donor information and the School's business practices.
- Bachelors' degree required.
- Experience with Blackbaud's Raiser's Edge and NXT is a plus.
- Demonstrated cross-cultural competence; ability to work within, interact with, and incorporate diverse and multiple perspectives from all constituents, including colleagues, trustees, students, families, students and vendors. Ability to negotiate and facilitate a shared understanding and common goals.
- Ability to work in an environment that reflects King School's diverse community, including but not limited to diversity in race, ethnicity, gender identity, socio-economic status, ability/disability, belief, sexual orientation, and national origin, in alignment with King's Mission, Virtues, and Diversity, Equity and Inclusion principles.
- Ability to thrive and be flexible in a dynamic and fast-paced, team-oriented environment.
- Must have a positive public presence and a sense of humor.
- Must be available for evening and weekend work as required.

APPLICATION PROCEDURE

Salary range for this position is \$90,000-\$100,000. Applications will be accepted until the position is filled. To be considered, candidates should submit a resume and cover letter including a statement of interest to The Angeletti Group at search@theangelettigroup.com.

Nominations and confidential inquiries can be made to:

The Angeletti Group
Harrison House
17 Village Road – PO Box 188
New Vernon, NJ 07976
(973) 540-1400
search@theangelettigroup.com

King School goes beyond just stating that is an Equal Opportunity Employer. Its goal is to intentionally hire a diverse pool of world-class staff and faculty to enrich the educational experience of students. King seeks candidates committed to teaching and working in a multicultural environment where varied identities are valued and respected.



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