



Council for Economic Education

Vice President, Development

New York, NY



CEE's Mission and Work

CEE's goal is to give the next generation the knowledge they will need to improve their financial futures and transform the lives of their families and communities.

CEE enables and inspires K-12 students through financial and economic education. The organization provides a series of programs and resources for educators, children, and families across the country. CEE proudly reaches over 50,000 teachers annually through online and in-person professional development workshops. In addition, CEE's programs for students, including Invest in Girls (IIG), the National Economics Challenge, and the National Personal Finance Challenge, collectively reach over 30,000 high schoolers a year.

CEE believes that with a foundational understanding of these subjects, young people will have the tools and knowledge to make informed decisions, prepare for careers or postsecondary education and understand the economic impact of real-world events – in effect to create financially stable and economically mobile lives. The true impact of CEE's work exists in the ripple effects that extend across families, communities, and even future generations.

Organization and Culture

CEE's revenue is expected to be approximately \$7.2M in 2022, with \$6.2M generated from fundraising. The overall budget is up from just over \$6M pre-pandemic, primarily due to two \$1M multiyear corporate grants.

CEE has nearly 200 independent affiliates (each a separate 501c3) in a national network. The national office raises "national grants" which are distributed to the affiliates – totaling approximately \$500-600K a year.

CEE's culture is driven by its values: trust, integrity, respect for the individual, teamwork, and transparency. CEE celebrates the diversity of its staff and fosters initiatives so that the organization moves sustainably into the future. CEE maintains a staff of nearly 30 (including 7 new roles in the last year). 70% of the team is female and 60% identify as non-white. CEE has a 28-member Board of Directors, consisting of leading economists and corporate executives and it also has an Associate Board.

For more information about CEE, please visit: <https://www.councilforeconed.org/>

Position

CEE seeks a proven, dynamic, and growth-minded leader to become its Vice President, Development. The Vice President will be the key player in the strategic review of CEE's fundraising department and will direct the Development team in implementing all related fundraising activities. A significant focus will be on developing major donor relationships and implementing individual donor and foundation cultivation, solicitation, and stewardship strategies. In this context, the Vice President has day-to-day responsibility for leading CEE to engage a larger and broader audience. The Vice President will collaborate with and introduce individual donors and foundations to unique funding opportunities for both successful existing initiatives and new programs and projects under CEE's auspices. Working in close partnership with the CEO and Board of Directors, the Vice President will lead the organization to develop significant multi-year funding for the wide range of programs and initiatives that are essential to CEE's mission.

Developing a vibrant culture of philanthropy across the organization and supporting the Development team will be a primary responsibility of the Vice President in implementing the development plan. The Vice President will oversee a team of four, consisting of: a Vice President of Development Operations, a Director focused on, Invest in Girls, a Senior Manager focused on the corporate philanthropy pipeline, and an Associate who supports the team. Three of the four team-members are women of color, and are high performers who are seeking a supervisor who enjoys developing and mentoring others, provides strategic guidance, and is willing to roll up their sleeves to achieve departmental goals. There is room to grow the team as revenues increase.

The Vice President will join CEE at an exciting moment of growth. CEE has recently completed a 3-year strategic plan and the organization has added new roles and staff members to support its growth. The organization's leadership is deeply committed to its fundraising success, and to new and innovative strategies for revenue diversity.

The Vice President will report to and work closely with the CEO, Nan Morrison.

Responsibilities

- Work with the CEO, Board, and manage the development team to lead, create, and implement a fundraising strategy to increase the depth and breadth of individual and foundation support, with continued focus on CEE's corporate philanthropy program.
- Manage a personal portfolio of prospective major individual and foundation donors; maintain existing donor relationships and deepen those alliances through regular, relevant communications and stewardship

- Create and develop proposals for compelling funding opportunities; work with the program team to create prioritized lists of asks for all CEE programs, create standard language around these programs, and maintain and update on a regular basis
- Develop clear expectations, processes, systems, metrics, and performance measures to guide development goals and efforts
- Create and support a culture of philanthropy that fosters a collaborative, organization-wide team approach to development.
- As a vital member of the executive leadership team, serve as a key thought partner and collaborator to senior leadership and the Board to drive vision, strategy and initiatives to expand organizational impact
- Staff the Development Committee and work with the CEO to support CEE's Board; Participate in identifying and recruiting new prospective Board members, including creating a pipeline of new prospective lay leaders and committee members.
- Collaborate with the marketing team on all development-related marketing materials and communications

Qualifications

- Passion for CEE's mission and the ability to serve as an ambassador for the organization
- A proven track record of success, innovation, and progressive accomplishments in fundraising with experience in all or most areas, with a focus on building a major gifts program.
- Experience with successful solicitations of individual donors to secure 5- and 6- figure gifts
- Previous experience leading teams and the proven ability to motivate, influence, and hold teams accountable to high standards and goals, as well as to develop themselves as professionals in the field
- Ability to conceptualize and describe funding needs – verbally and in writing – in a way that is compelling to prospects, donors, Board members, and other stakeholders, and builds in the attributes of our new branding messaging
- Collaborative, team-driven nature with the ability to partner internally with cross-functional teams and externally with CEE's partners and affiliates
- Significant experience with board development and board member retention
- Strong written and verbal communication skills, with an emphasis on the ability to shape communications creatively to persuade and influence others around ideas, decisions, and financial support; understand the need for a high level of discretion
- Able to organize, prioritize and execute responsibilities intuitively in the face of concurrent and essential projects and tasks

- Committed to CEE's values- trust, integrity, respect for the individual, teamwork, transparency, and inclusivity

Compensation

CEE offers competitive compensation, excellent benefits, and a supportive workplace culture. The salary range for this position will not be less than \$195,000 - \$240,000 per year. Benefits include medical, dental, vision, and 401k retirement plan with employer match and generous paid time off. CEE maintains a flexible hybrid working environment. A tri-state base is preferred for this position to allow for donor and office meetings as needed.

This position description is based upon material provided by The Council for Economic Education, an equal opportunity employer. All qualified candidates will receive consideration for employment without regard to race, color, religion, gender, national origin, disability, veteran status, or any other characteristic protected by law.

To apply to this position, please click [HERE](#).

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