

**Assistant Director of Development**

**ABOUT THE MUHAMMAD ALI CENTER**

The Muhammad Ali Center was created to honor the life of The Greatest and Louisville’s most prominent influence. We exist to mobilize his legacy to foster respect, inspire generations of changemakers and advance social justice. We, like Muhammad Ali, are here to create a world in which hope is realized and all people can reach their Greatness.

Though most well known as a multicultural center with an award-winning museum, the Muhammad Ali Center is so much more than that. In its 16-year history, the Center has created programs that exemplify the principles of Muhammad Ali and the mission of the Center. Over the past decade, the Center has developed impactful programming serving children and adults, reaching people of all cultures, nationalities, ages, and geographic areas.

The Center's Museum captures the inspiration derived from the story of Muhammad Ali’s incredible life and the six core principles that have fueled his journey: confidence, conviction, dedication, giving, respect, and spirituality.

In January 2022, the Ali Center elected Marilyn Jackson as its first permanent female President and CEO in its sixteen-year history. Jackson has 17 years of nonprofit experience having worked at the Museum of Science and Industry, Chicago Architecture Center and most recently United Way of Metro Chicago where she served as Chief Strategy and Engagement Officer and is hailed for her strategic mindset and collaborative leadership. She has a passion for people and is dedicated to helping those who are far too often overlooked and ignored.

**THE OPPORTUNITY**

This is a unique opportunity to expand the fundraising activities of a prominent Louisville institution honoring one of our own. The Center is currently finalizing a 2025 Strategic Plan where fundraising is the first pillar of the plan. The primary purpose of the Assistant Director of Development is to provide leadership, planning and management for all fundraising activities allowing us to increase programming in support of The Ali Center mission. The Assistant Director will have the opportunity to strategically plan, create, implement, and ultimately grow a bourgeoning comprehensive fundraising program for a well-known and respected organization. Currently, contributions and other direct support is $1.67M. This position leads contributed revenue goals through building a base of support from individuals, corporations, Board, and event management and currently supervises a Manager of Development. Success in achieving fundraising goals can lead to expanded opportunities within the organization and the ability to expand the development team. The position reports directly to the President and CEO, a true visionary working hard to move the Ali Center to a new degree of prominence.

**CANDIDATE PROFILE AND RESPONSIBILITIES**

The Ali Center seeks an Assistant Director of Development who has the skills and ability to embrace and lead these functions:

* Develop and implement strategies for the cultivation and solicitation of individual and corporate donors focusing on restricted gifts, annual fund donations, membership, and special campaigns. This includes nurturing existing relationships as well as identifying future potential major and planned giving donors, either individuals or corporations.
* Set and achieve annual goals and budget for individual and corporate giving. Prepare and distribute monthly reporting related to those goals.
* Design and implement seasonal, annual, and special appeal programs.
* Lead corporate fundraising efforts, including effective and meaningful engagement opportunities intoned to fuel corporate revenues.
* Leverage existing annual and special events to raise awareness of The Ali Center and increase visibility and engagement with potential corporate prospects.
* Manage and expand corporate sponsorships and in-kind giving.
* In conjunction with the leadership team, define strategy and fulfill implementation of a membership program.
* Serve as a member of the Event Team for the primary fundraising events - The Muhammad Ali Humanitarian Awards, The Ali Festival, and Ali’s Birthday.
* Attending Board Meetings and Development Committee meetings and serving as liaison to the Board of Directors regarding individual and corporate giving.
* Manage the annual giving program and the Give/Get program for the Board of Directors.
* Maintain database records and files, including those used to track donors, donor prospects and gifts.

**QUALIFICATIONS**

* The Assistant Director must be an experienced major gifts fundraiser with a proven track record of cultivating, soliciting and stewarding donors at all levels and working thoughtfully with volunteers and staff to create a dynamic, successful fundraising program. The individual must have at least three (3) years of development experience.
* The Assistant Director will have experience in building long-term relationships and moving prospects and donors seamlessly through every stage of the giving cycle.
* A Bachelor's degree is required.
* The Assistant Director must be willing to engage in the day-to-day responsibilities to ensure both corporate and individual goals are achieved.
* A thorough understanding of the Louisville philanthropic landscape is helpful.
* Must be a servant leader committed to the Ali Center mission.
* Excellent oral, written, organizational and social media communication skills.

**COMPENSATION AND BENEFITS**

The Ali Center is prepared to offer a competitive salaryin the range of $80k to $90k,commensurate with experience. Benefits include medical, dental, and vision insurance, and company paid short- and long-term disability, The Center also offers a 401k program with a corporate match, as well as paid time off for vacations and holidays and embraces a flexible work schedule.

The Ali Center is an equal opportunity employer and does not discriminate on the basis of gender, race, age, creed, sexual orientation or any other protected class.

**CONTACT**

Ashley|Rountree and Associates has been exclusively retained by The Muhammad Ali Center for this search. **To apply for this position please submit a cover letter and resume** [**here.**](https://ashleyrountree.recruitpro.com/jobs/212247-42941.html) For confidential questions or inquiries, contact Lisa Resnik at [lresnik@ashleyrountree.com.](mailto:lresnik@ashleyrountree.c) All inquiries will be kept strictly confidential**.**