

**AMPED (of Louisville) seeks an inaugural Director of Advancement (working title)**

**June 2022**

**ABOUT AMPED (Adventurous Minds Produce Extraordinary Dreams)**

AMPED is a thriving community catalyst where positivity is palpable. Our mission is to empower youth to work as a team, learn how to express themselves effectively, and develop into healthy, productive members of our community and the world. Kids and adults are encouraged to express their creativity through music: writing, performing, and producing. AMPED also provides mentoring and uses music to build connections. This unique opportunity attracts mentors who otherwise might not volunteer, and with whom our youth might not otherwise connect.

AMPED programming has seen exponential growth in the last few years. In 2021, AMPED launched the Russell Technology Business Incubator (RTBI), which is a state-of-the-art technology service center offering technology career training and support to 30-plus Black and Latinx-owned businesses. In addition, AMPED offers training and career placement to West End residents. The immediate success and interest in the RTBI ensure it will be a national model for creating spaces that foster economic growth, mobility, and independence.

AMPED has been honored to partner with national leaders who have invested in our organization, mission, and vision.  Leaders like Rockefeller Foundation, Humana Foundation, Lewis Prize for Music, Brown-Forman and many more have committed to our important work in the West End of Louisville.

For more information about AMPED, please visit ampedlouisville.org

**THE OPPORTUNITY**

The Director of Advancement (working title) is responsible for all activities related to planning, managing, and executing a comprehensive, diversified, and strategic advancement and communications effort that sustains and grows revenues from all constituents, including individual donors, corporate and foundation giving, planned giving, and special events. As a new position to the organization, the Director of Advancement can strengthen and expand an already strong base of grant support from partners such as Humana, The Rockefeller Foundation, Brown-Forman, and Microsoft, to name a few, while also creating a stronger donor network. The ability to grow revenues and exposure for the organization is limitless thanks to a charismatic and engaging Founder and an engaged Board of Directors. The Director of Advancement is part of the leadership team and reports to the Executive Director and Founder. Currently one full-time employee (Development and Marketing Manager) reports to the Director. The Advancement Team is responsible for raising $3 million of the annual budget of $6 million.

**CANDIDATE PROFILE**

**The Director of Advancement will possess the following attributes and competencies:**

**Revenue Generation**

* Strategically lead the efforts to raise $3 million annually – with plans to grow the annual operating budget by 20% in the next three years through corporate, individuals, foundations and/or state/city funding
* Lead the effort for a current $6 million capital campaign including working with a steering committee and maintaining a portfolio of donor prospects
* Identify and implement new revenue streams with a focus on increasing sustainable unrestricted, private revenue
* Lead the creation and growth of a new framework for individual giving with estate planning, sustainers, and bequests
* Partner with the Executive Director to deepen existing funder relationships and cultivate new supporters
* Evaluate and drive the use of new technology funding vehicles including social media and online giving, maintaining the organization's website and online tools for supporters
* Plan and evaluate financial needs and fundraising plans for the organization's future

**Board Leadership**

* Work closely with Board members and Executive Committee to lead the creation and implementation of development strategy
* Attend board meetings and board committee meetings and report on development activities as needed, in coordination with the Executive Director
* Assist with the creation of Development Committee of the Board
* Serve as an ambassador and spokesperson for the organization and articulate AMPED’s mission to external constituents
* Together with the Executive Director, educate and train board members and staff in donor cultivation and professional fundraising techniques
* Work with the Executive Director to ensure board members are engaged and energized by their association with organization
* Develop and produce regular analytic reports for the AMPED team and board that synthesize the financial progress and trends of fundraising activities
* Provide leadership, motivation and staff service to the Executive Director and board members in carrying out their development responsibilities. Accompany Executive Director and board members, as appropriate on solicitation calls. When appropriate, personally conduct major gift solicitations

**Internal Management and Infrastructure**

* Recruit, train, manage and mentor development staff. Continually review departmental infrastructure to ensure support of the organization's revenue growth goals
* Effectively manage the development department's day-to-day operations, budget, and income forecasts
* Focus on the communications to ensure consistent messaging and branding in all print and online donor communication vehicles
* Provide strategic and marketing oversight to all donor materials, and strategic support on the full range of external stakeholder communications
* Partner with the finance staff and committee to sustain efficient, effective, and transparent financial tracking and reporting processes
* Develop clear processes and collaborate with all other departments within the organization to create an understanding of and appreciation for the development function. Foster an environment of cohesiveness and collaboration

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**PREFERRED QUALIFICATIONS**

* Minimum 5-8 years of directly related experience, preferably in a development department of a nonprofit
* Past leadership experience representing an organization to external audiences
* Experience with staff and board management, engagement, and development
* Demonstrated fundraising success from a variety of fundraising streams
* Demonstrated success in developing and implementing effective fundraising strategies
* Proven track record of developing successful partnerships with other companies and organizations
* Donor communications experience
* Experience managing a capital campaign or managing a major donor gifts effort
* Exceptional communication and influencing skills; persuasive, credible and polished communicator both written and verbal
* Creative, independent, and strategic thinker
* Strong strategic planning and project and budget management skills
* Excellent computer skills, including Microsoft Office and database management, specifically
* Self-starter with a proven ability to meet and complete multiple tasks with solid deadlines; ability to work unsupervised and self-manage workload and effectively prioritize projects
* Passion for an equitable and more inclusive society

**COMPENSATION AND BENEFITS**

The compensation range for this role is $95,000 - $105,000. Benefits include health insurance, paid parking, vacation and sick leave, professional development opportunities and more. AMPED is an equal opportunity employer and encourages applications from people of color, persons with disabilities, women, and LGBTQ+ applicants.

**ABOUT LOUISVILLE**

Louisville, Kentucky has a metropolitan area population of 1.2 million within a region that includes the Ohio River and Southern Indiana to the north and rolling bluegrass farms to the south and to the east. A revitalized downtown includes an entertainment district and riverfront park. A true arts town, Louisville boasts all major performing arts groups and numerous museums with national and international recognition. This busy, growing city is home to several colleges and universities as well as several Fortune 500 and Fortune 1000 headquarters or regional operating locations, including Churchill Downs, UPS, Ford Motor Company, General Electric, Humana, Yum! Brands (KFC, Taco Bell, Pizza Hut), Brown-Forman, PharMerica, Kindred Healthcare, Norton Healthcare and Papa John’s Pizza, among many others. Famous for the Kentucky Derby, Louisville is steadily gaining notice for its great parks and historic neighborhoods, low cost of living, vibrant arts and restaurant scene, and nationally renowned collegiate and professional sports teams.

**CONTACT**

Ashley|Rountree and Associates has been exclusively retained by the AMPED for this search. To apply for this position please submit a cover letter, resume and three references here. Applications will be accepted until the position is filled. For confidential questions or inquiries, contact Lisa Betson Resnik at lresnik@ashleyrountree.com. All inquiries will be kept strictly confidential.