



Position Title: Development Director

Organization Summary: Arizona Private Education Scholarship Fund, Inc. (APESF) is a non-profit 501(c)(3) School Tuition Organization (STO) that provides tuition scholarships to students in grades K-12 attending qualified private schools in the state of Arizona. Scholarships are made possible by the generous support of individuals and corporations, and these individuals and corporations receive a dollar-for-dollar credit on the Arizona state income tax they owe, up to annual allowable limits. *The ongoing partnerships with our donors, schools and students are the foundation of our mission to serve Arizona families who desire to provide effective and sustainable solutions for their children's education.*

Position Summary: We are seeking a dedicated and experienced Development Director with a strong sales background to lead our fundraising and donor engagement efforts for our growing organization. The Development Director will play a pivotal role in expanding our organization's reach, increasing funding, and ensuring that more students have access to educational opportunities.

Primary Organizational Objectives:

- Promoting school choice within the community-at-large
- Contributing to a work culture that emphasizes quality, high performance, continuous improvement and humility
- Serving donors, schools and families while operating within the guidelines set forth by the state

Key Responsibilities:

- **Corporate Sales Strategy:** Develop and implement a comprehensive corporate sales strategy to identify and secure funding from corporate partners and donors
- **Donor Engagement:** Cultivate and maintain relationships with current and prospective corporate donors, ensuring their continued engagement and support
- **Fundraising Campaigns:** Plan and execute fundraising campaigns, including corporate giving campaigns, annual giving campaigns, and major donor solicitation efforts
- **Event Planning:** Organize and oversee fundraising events and donor appreciation events to engage corporate partners and individual donors
- **Marketing and Communication:** Collaborate with the marketing team to create compelling content and collateral that effectively communicates our mission and impact to corporate partners and donors.
- **Data Analysis:** Utilize data analytics and reporting tools to track and measure fundraising progress, adjusting strategies as needed to meet or exceed fundraising goals
- **Team Leadership:** Participates as a team member with APESF team in school and community events as needed

Required Knowledge, Skills, and Abilities: These requirements are representative, but not all-inclusive, of the knowledge, skill and ability required to perform this job.

Qualifications:

- Minimum of 5 years of professional experience in corporate sales, fundraising, or donor development
- Proven track record of successfully securing corporate sponsorships, donations, and grants
- Excellent interpersonal and communication skills, with the ability to engage and build relationships with corporate partners and donors
- Strong project management skills, with the ability to plan, execute, and evaluate fundraising campaigns and events
- Proficiency in using fundraising software, data analytics tools, and Microsoft Office programs



- Passion for education, a commitment to our organization's mission, and a general knowledge of the private school tax credit program
- Comfort communicating with donors, scholarship applicants, and partner schools on a regular basis
- Ability to function in ambiguity
- Ability to manage multiple tasks at one time without compromising quality
- Excellent skills in administration and database management

Desired Characteristics:

- High level of organization and attention to detail
- Self-starter, fast learner and adaptable professional who works well as part of a team and independently
- Excellent relationship-building and interpersonal skills

How to apply:

If you are a dynamic and results-oriented individual with a corporate sales background and a passion for education, we encourage you to apply for this exciting opportunity.