



DEVELOPMENT DIRECTOR, MID-ATLANTIC
[NETWORK FOR TEACHING ENTREPRENEURSHIP](#)
Location — Remote (Metropolitan New York City)



The Aspen Leadership Group is proud to partner with Network for Teaching Entrepreneurship in the search for a Development Director, Mid-Atlantic.

The Development Director, Mid-Atlantic will lead fundraising for the Mid-Atlantic region, focused primarily on metropolitan New York City to include New Jersey and Pennsylvania. The Development Director will join the national development team and work closely with the regional program team. The Development Director will support, build, and implement an annual fundraising program for the Mid-Atlantic region as well as participate in national and multi-regional donor relationships in support of the organization's overall annual contributions revenue goals.

Network for Teaching Entrepreneurship (NFTE) is a global educational nonprofit focused on bringing the power of entrepreneurship to youth in low-income communities. NFTE ignites the entrepreneurial mindset with unique learning experiences that empower students to own their futures. The NFTE community is a diverse group that includes boards made up of business and community leaders, academics, and entrepreneurs. Its staff includes experienced educators, curriculum designers, program managers, and workforce development experts. NFTE supporters are just as diverse—ranging from individual donors to philanthropic foundations to global corporations.

NFTE works with a variety of public and private sector partners to bring its unique brand of experiential, project-based learning to young people. Learners engaged with NFTE are taught by a highly trained Teacher Corps, coached by a dedicated Volunteer Corps, and rewarded by opportunities to earn scholarships and seed capital at a series of annual business plan and pitch competitions. NFTE programs are run in schools, churches, community centers, libraries, and other institutional settings—as well as online. The programs operate in dozens of U.S. states, and 18 countries around the world. Since its founding more than 30 years ago, NFTE has trained thousands of teachers and educated more than a million young people globally.

Through community partnerships, NFTE introduces entrepreneurship education to under-represented learners. Using its evidence-based, award-winning curriculum, NFTE walks learners through the process of creating their own business idea, thus helping students build the skills needed to plan and launch a startup. Students are also introduced to the full range of jobs and occupations available to them and are exposed to new career paths through their work with NFTE. This experience helps students develop an entrepreneurial mindset, learning to think and act like entrepreneurs and demonstrating essential skills like initiative and self-reliance; flexibility and adaptability, critical thinking and problem solving; communication and collaboration; creativity and innovation; opportunity recognition; and future orientation.

Every year thousands of NFTE learners launch successful small businesses. Many NFTE alumni continue to run their business long after they graduate or go on to found new companies that create jobs and drive economic growth. Entrepreneurship education not only changes the lives of NFTE learners, it kickstarts inclusive growth and changes communities.

NFTE helps young people discover their potential and prepares them for future careers. 90% of employers state that it is important that the workforce have the kinds of entrepreneurship skills taught by NFTE and 90% of NFTE alumni state that learning to think like an entrepreneur helped them in school, in business, and in life. The work of Network for Teaching Entrepreneurship has proven essential.

REPORTING RELATIONSHIPS

The Development Director, Mid-Atlantic will report to the Executive Vice President and Chief Advancement Officer, Jane Walsh.

FROM THE EXECUTIVE VICE PRESIDENT AND CHIEF ADVANCEMENT OFFICER

As a longtime leader at NFTE, my commitment to the organization remains as strong and deep as ever. I firmly believe that “talent is universal, but opportunity is not.” At NFTE, we know that every young person regardless of their life circumstances has tremendous talent and potential. Too often, though, for youth coming from less privilege, they lack the networks and social capital of their peers from greater privilege that make getting a leg up easier. Through entrepreneurship education, learning, and developing the entrepreneurial mindset, NFTE helps bridge the opportunity gap. One of the most powerful and gratifying aspects of the work that we do is connecting stakeholders to our young people and our teachers. Our community of entrepreneurs, alumni, supporters, volunteers, and board members really want to help young people succeed.

Our students inspire me every day. They are so creative, ambitious, smart, and hungry. I often watch them in awe and reflect on how I did not have that kind of courage and poise when I was in middle or high school.

I have been at NFTE for 21 years in two parts—first 16 years, then I left for four, and then five years ago, I returned. Not too many professionals leave a job, get asked back, and actually come back. I did. NFTE has the best mission. We have one of the hardest working and most collaborative teams. We always keep the mission front and center, enjoy each other, challenge each other, and support each other.

At NFTE, we are in the business of youth success! I am looking for a Development Director who sees opportunities, believes anything is possible, works hard, and approaches life with a growth mindset. If you are someone with energy and enthusiasm who wants to grow and learn and be pushed to be your best, NFTE and my team are right for you.

—Jane Walsh, Executive Vice President and Chief Advancement Officer

NETWORK FOR TEACHING ENTREPRENEURSHIP'S COMMITMENT TO DIVERSITY, EQUITY, AND ACCESS

Network for Teaching Entrepreneurship ignites the entrepreneurial mindset with unique learning experiences that empower students to own their futures. NFTE brings the power of entrepreneurship to students, regardless of family income, community resources, special needs, gender identity, race, or ethnicity. NFTE is an equity-driven organization that works to empower youth and combat inequities in education, the economy, and the broader society. It offers a diverse and inclusive workplace as an integral part of its culture. NFTE actively welcomes people of different backgrounds, experiences, abilities, and perspectives.

PRIMARY RESPONSIBILITIES

The Development Director, Mid-Atlantic will

- manage and grow the fundraising portfolio for the Mid-Atlantic region including New York, New Jersey, and Pennsylvania;
- ensure grant and gift deliverables are submitted on time and in the highest quality manner to drive growth and support strong year over year donation renewals and potential upgrades;
- cultivate, solicit, and steward renewal, lapsed, and new donors through well-planned, targeted strategies including prospect research, pitch creation, proposal and appeal writing, meetings, and reporting;
- lead the Mid-Atlantic Advisory Board in support of community-building, fundraising, and volunteer activities in partnership with the board Chair, Regional Director, Executive Vice President and Chief Advancement Officer, and President and Chief Executive Officer, including upholding a culture of engagement and accountability and new member recruitment;
- implement a regional donor acquisition plan to identify and pursue new corporate, individual, and foundation contributions;
- coordinate fundraising and cultivation events for the Mid-Atlantic in partnership with the Regional Director and national events team including the Youth Entrepreneurship Challenge finals and other potential events;
- oversee fundraising administration to ensure proper and accurate gift processing, tracking, and reporting internally and externally;
- maintain an accurate regional pipeline using Raiser's Edge CRM including contribution status, deadlines, contacts, actions, and notes;
- ensure proper and timely recognition of donors with ongoing stewardship and relevant programmatic engagement through volunteerism in partnership with the regional program team;
- represent NFTE at regional and national events and programs; and
- be highly knowledgeable of NFTE's goals, program model, culture, and key stakeholders.

LEADERSHIP

Dr. J.D. LaRock

President and Chief Executive Officer

A respected educator, scholar, and policy expert, Dr. J.D. LaRock joined NFTE from the Commonwealth Corporation, Massachusetts' public-private state authority focused on workforce development and regional economic development. As president and CEO of Commonwealth, LaRock chaired Massachusetts

Governor Charlie Baker's Commission on Digital Innovation and Lifelong Learning, producing a blueprint for innovative work-based learning models that garnered significant investment from major foundations. Previously he served as a senior education advisor to the late U.S. Senator Ted Kennedy, leading work on the renewal of the federal Higher Education Act, as well as passage of a law that provided \$20 billion in new Pell Grants to college students. As Education Policy Director for former Massachusetts Governor Deval Patrick, he helped author a K-12 education law that enabled turnarounds in low-performing school districts and helped the state win \$250 million through the U.S. Department of Education's *Race to the Top* program.

For much of the past decade, LaRock has worked as a teacher, scholar, and university administrator focused on experiential learning, entrepreneurship, and the future of work. As Chief of Staff to the President of Northeastern University, he served on the leadership team that completed the institution's transformation from a commuter college to a top-ranked global research university. He has also served as Professor of the Practice of Law and Policy at Northeastern and as a Fellow with the Aspen Institute's Economic Opportunities program.

LaRock grew up in Queens, New York, in a family of public-school educators, and is a proud graduate of the city's public schools. He went on to earn his bachelor's, master's, and doctorate at Harvard University and his law degree at Georgetown University.

Jane Walsh

Executive Vice President and Chief Advancement Officer

Jane Walsh is an accomplished fundraiser and nonprofit leader with extensive experience leading during times of rapid growth, change management, and transformation. At NFTE she oversees regional operations and organizational fundraising, events, and volunteerism. She has a proven track record in setting and achieving ambitious, high impact goals. Walsh has worked at NFTE for over 20 years focused on strengthening and growing NFTE's reach, impact, and financial sustainability. She brings a deep commitment to and passion for mission-driven initiatives and partnerships that align stakeholders with a shared vision for strategic impact.

PREFERRED COMPETENCIES AND QUALIFICATIONS

Network for Teaching Entrepreneurship seeks a Development Director, Mid-Atlantic with

- a commitment to the mission of Network for Teaching Entrepreneurship—to provide programs that inspire young people from low-income communities to stay in school, to recognize business opportunities, and to plan for successful futures;
- an ability to connect NFTE's work and partnerships to the larger landscape of inter-related issues within education, workforce development, youth, and economic development;
- excellent communication skills, both written and verbal, and an ability to clearly articulate complex programs, present exciting partnership opportunities, and report on progress and outcomes;
- excellent relationship management skills, both internal and external, and an ability to develop, manage, and grow donor relationships;
- an ability to achieve progressive, measurable results;
- strong organizational skills, a detail-oriented approach, and an ability to embrace new tools, systems, and processes for organizational management and efficiency;
- a customer service orientation; and
- a high degree of personal motivation, sound judgement, and an ability to work both independently and collaboratively across a distributed organization.

NFTE will consider candidates with a broad range of backgrounds. A bachelor's degree or an equivalent combination of education and experience and at least five years of experience in fundraising as a generalist across corporate, foundation, and individual giving, events, and board development is preferred.

SALARY AND BENEFITS

The salary range for this position is \$120,000 to \$140,000 annually. NFTE offers a comprehensive package of benefits including comprehensive health insurance, dental, vision, and life Insurance (fully paid by NFTE); 403(B) Retirement Savings Plan with company match; and generous personal time off.

LOCATION

This is a fully remote position based in Metropolitan New York City. Local, regional, and national travel will be required (30-50%).

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Network for Teaching Entrepreneurship as well as the responsibilities and qualifications presented in the prospectus.*** Preference will be given to applications received by May 2, 2023.

To apply for this position, visit: [Development Director, Mid-Atlantic, Network for Teaching Entrepreneurship](#).

To nominate a candidate, please contact Patrick Key, patrickkey@aspingleadershipgroup.com.

All inquiries will be held in confidence.