

Edible Schoolyard Development Director

Position Title: Development Director / Co-Director, Edible Schoolyard Project
Position Location: Bay Area, CA

Organization

The mission of the [Edible Schoolyard Project](#) is to build and share a national Edible Education curriculum for pre-kindergarten through high school. We envision gardens and kitchens as interactive classrooms for all academic subjects, and a free, nutritious, organic lunch for every student. Integrating this curriculum into schools can transform the health and values of every child in America.

Position

Reporting to the Founder and serving as a key member of the senior leadership team, the Development Director / Co-Director will be responsible for the development of the Edible Schoolyard Project's financial management and growth strategy and will lead the development of a lasting endowment. The Development Director / Co-Director will partner closely with the Founder and Co-Directors (2) to chart the growth and strategic response to the ever-growing need for our work. The Edible Schoolyard Project has seen great success over our 20+ years of operation through our in-school work in Oakland – and newly Berkeley – and our global online and in-person academies. We are at an inflection point. There is significant opportunity on the horizon and the right candidate will bring the creativity, diplomacy, experience and vision to help us understand and harness this opportunity.

Key Responsibilities:

- Strategic Leadership:
 - Advise and refine existing growth strategies alongside organizational staff and co-leadership
 - Advise and refine endowment building strategy
 - Provide strategic support in building a new, larger vision for the Edible Schoolyard Project including a possible 'Edible Institute'
- Fundraising and Financial Leadership:
 - Plan, coordinate and execute the annual budget process
 - Build an Endowment, leveraging existing and new ESP networks:
 - Graciously and strategically galvanizing support from influential donors
 - Identifying and building appropriate organizational partnerships
 - Establishing and guiding an advisory committee alongside Founder
 - Grow the annual \$2mm operating budget to meet new programming needs
 - Review and map growth opportunities for current annual operating budget
 - Establish new funding sources
 - Increase the depth of giving from existing funding sources
 - Build new partnerships for long term giving
 - Leadership of Board Development Committee including:
 - Gracious, consistent stewardship of Board insights to organization staff and vice versa
 - Convening and facilitating committee meetings as appropriate
 - Reporting to the Board during bi-annual Board Meetings
 - Detailed review of existing revenue sources and analysis of growth opportunities
- Team Development and Organizational Leadership:
 - Represent the organization externally to partners, beneficiaries and high-profile donors
 - Promote a culture of high performance and continuous improvement that values learning, commitment to quality, and an open, honest collaborative environment
 - Collaborate closely with the Founder to understand, advise and execute her vision, with a focus on growth and legacy
- Collaborate closely with co-leadership to build shared ownership,

Qualifications:

- 10+ distinguished years in senior management of nonprofit organizations or foundations
- Advanced degree/MBA from a leading university
- Passionate about the Edible Schoolyard Project's mission and impact
- Demonstrated success and candor in roles requiring collaboration with high-profile and high-net worth individuals
- Self-starter, self-disciplined
- Spark, imagination, creativity
- Track record delivering superior results and assuming leadership roles
- Proven ability to work with efficiency, good humor, flexibility and compassion
- Demonstrated ability to build and maintain relationships with a wide array of people – junior and senior, for-profit and nonprofit, and from diverse backgrounds
- Operates with excellence in mind in all matters, with the confidence to defend/debate ideas without ego interfering
- Outstanding communication and interpersonal skills are essential

Learn More

To learn more about the Edible Schoolyard Project and our Team and our Work visit our website at:
<https://edibleschoolyard.org/about>

How to Apply

Qualifies candidates should send a resume and cover letter to info@galvanizepartners.com

No phone inquiries, please.