

## Managing Director, Development

**Location:** Memphis

**Reports to:** Chief Executive Officer

**Applicable full-time work experience:** 7+ years

### About Slingshot Memphis

Slingshot Memphis is a poverty-fighting center of influence that's igniting a movement to revolutionize the way poverty is alleviated. We disrupt traditional methods by introducing analytical, outcomes-driven approaches.

Unlike business, medicine, and other sectors that have established processes for measuring outcomes, the poverty-fighting ecosystem simply hasn't. This makes it nearly impossible to know which programs most effectively reduce the social and economic gaps in Memphis.

Slingshot has addressed this by developing a new, standardized methodology to measure poverty-fighting effectiveness. By providing previously unavailable insights about poverty-fighting outcomes, we empower decision makers to allocate financial and other resources toward solutions that produce effective outcomes for those experiencing poverty.

We believe that as our community embraces this new methodology—or "Poverty-Fighting Feedback Loop"—we can measurably reduce poverty and accelerate access to equitable opportunities for all Memphians.

### About Slingshot's Work

Slingshot strives to achieve three primary objectives in order to realize our mission:

1. Improve the effectiveness and outcomes of poverty-fighting organizations
2. Increase the allocation of financial resources to the most effective poverty-fighting programs
3. Equip decision-makers with the insights and tools to make more evidence-based decisions

We learn what is effective at alleviating poverty by conducting 3-5 month impact studies on poverty-fighting organizations. These studies gather extensive evidence from these organizations and combine it with research about analogous programs and analysis on the benefits they create to accurately determine an organization's poverty-fighting impact. With this knowledge, we are able to identify opportunities that can enhance the outcomes poverty-fighting organizations provide for the people they serve. The insights from these studies help poverty-fighting organizations improve their effectiveness and help the philanthropic community identify how to make more evidence-based funding decisions. Using these insights across all poverty-fighting decisions will help ensure our community's efforts produce the greatest benefits possible.

## **About the Managing Director, Development role**

Slingshot seeks a talented fundraising and development professional to help build a movement that transforms poverty-fighting and philanthropic giving to be more evidence-based and effective. This role is part of Slingshot's leadership team and is responsible for securing investments and overseeing all development operations of the organization.

Slingshot's fundraising model includes two major components:

- **Principal Investments**: Funds raised that cover all of Slingshot's annual operating expenses. This position will be comfortable in soliciting major gifts (up to seven-figure investments). This type of fundraising is most similar to a major gifts fundraising model.
- **Accelerate Impact Fund**: Funds raised that support the organizations Slingshot studies that demonstrate poverty-fighting effectiveness. Each year, 100% of the funds raised through the Accelerate Impact Fund are invested directly into these poverty-fighting organizations. In 2023, over \$650,000+ was raised, with over \$7 million raised cumulatively since inception in 2017. This type of fundraising is most similar to an annual giving fundraising model.

The Managing Director, Development will lead and grow Slingshot's fundraising efforts with an annual budget of \$3+ million through Principal Investments, Accelerate Impact Fund, and special campaigns. The ideal candidate will have experience with major gifts, annual giving, and managing multiple campaigns. The Managing Director, Development is a new role that will report to the Chief Executive Officer and will help build and manage a new Development team.

## **Responsibilities**

- Develop, implement, and oversee all fundraising activities, which include Principal Investments, Accelerate Impact Fund, and special fundraising campaigns
- Identify, cultivate, and steward philanthropic support by developing and maintaining relationships with individuals, foundations, corporations, and other strategic partners
- Serve as Slingshot's primary fundraiser, securing investments, leading campaigns, and planning and managing events, including the MPACT Awards, among other activities
- Facilitates board director engagement and board Development committee
- Build and execute annual fundraising plan with goals, strategies, and timelines
- Manage all donor programs, which include the upkeep and accurate intake of donor information and records (Slingshot currently utilizes Salesforce), donor acknowledgement processes, donor communications, proposal and grant writing, and offer strategic input on development best practices for Slingshot
- Support the CEO in achieving Slingshot's mission, including contributing to strategic planning, annual initiatives, and annual budgeting
- Work with CEO to strategically hire and manage a development team to provide comprehensive support for a growing development department

## **Qualifications**

- Deeply committed to Memphis, with personal interest in fighting poverty, being disruptive, and building movements across a community
- Passionate relationship builder, confident speaking to individuals and groups of all sizes
- Experience and comfort asking for and securing large philanthropic investments (six and seven figure investments)
- Exceptional project management and organizational skills, with experience managing multiple workstreams at the same time
- Self-directed and self-motivated, with a track record of identifying opportunities and implementing solutions that improve outcomes
- Strong collaboration skills and the ability to work with a team to meet objectives
- Excellent written, verbal and interpersonal skills; experience with verbally communicating value propositions and with written proposals and grants
- Proven leader with experience building, managing, and supporting team members and a development team (5 years or more of management experience)
- Strong commitment to professionalism, donor confidentiality, and integrity
- At least 7 years of relevant development and fundraising experience, including management positions

## **Application**

Send your resume and a brief statement of interest to [careers@slingshotmemphis.org](mailto:careers@slingshotmemphis.org) with "Managing Director, Development" in the subject line. Your statement of interest should describe why you are interested in working with Slingshot and how you feel Slingshot would help you achieve your professional goals. Slingshot will follow up with selected applicants to schedule an initial discussion. Slingshot is an equal opportunity employer.