



---

## Development Director

The California School-Based Health Alliance (CSHA) is seeking a Development Director for our statewide work promoting health and educational equity by increasing access to health services in schools.

Despite expanded access to health coverage, too many children and youth still suffer from high rates of preventable conditions such as obesity, asthma, and mental health issues, many of which are exacerbated by poverty. Founded in a commitment to health and educational equity, school-based health centers (SBHCs) are clinics on school campuses designed to interface with school staff to identify student health issues and create seamless access to care, and are focused on serving children who live in neighborhoods where families experience more health issues and have less access to health care. There is a growing understanding that childhood trauma impacts the academic, mental health and general well-being of our students, and school-based health initiatives are important vehicles for improving the well-being of our children. School-based health providers offer a safe space for children to access mental health care services. SBHCs have been gaining popularity in California. There are now 246 SBHCs throughout the state providing health, mental health, and/or dental care along with other public health and prevention programs.

CSHA is the leading voice in California for the movement to put health care where kids are—in school. We are advancing school-based health by:

1. Advocating for public policies that enable SBHCs to become a sustainable part of the health care and education systems.
2. Expanding and improving programs and practices among SBHCs and other school health service models.
3. Raising support and awareness of SBHCs through strategic communications.

We have 12 staff members in our downtown Oakland office and 2 staff members in Fresno. We work closely with partners in Los Angeles and Alameda Counties and with our national organization in Washington, D.C. We have an inclusive office culture and a work environment dedicated to continual learning and improvement. You can learn more on our website:

[www.schoolhealthcenters.org](http://www.schoolhealthcenters.org).

## JOB DESCRIPTION

Working closely with the Executive Director and Resource Development Committee of the Board of Directors, you will be responsible for shaping and implementing the organization's fundraising strategies. This is an opportunity for an experienced and creative fundraising professional to step into a fiscally stable organization that is ready to grow in a number of strategic areas. The Development Director will directly supervise a shared administrative/development assistant (currently a 50% FTE position). S/he will also work in partnership with a Communications Manager and talented program staff who are savvy fundraisers and ambassadors.

CSHA strongly values both creative and critical thinking and we are always looking for ways to increase our impact through new programs or strategies. As Development Director, you will play a role in helping to advance this type of thinking as we secure funding to move our work forward.

## **PRIMARY DUTIES & RESPONSIBILITIES:**

### Grants

The Development Director is responsible for managing a large portfolio of current and prospective grant funders from the foundation, corporation and government sectors. Successful candidates will have experience with all aspects of grant seeking and management: research, partnership building, proposal writing, budget development, and reporting.

### Annual Giving & Membership

The Development Director will be charged with sustaining a modest annual giving program as well as an emerging membership program, and developing strategies to take them both to the next level.

### Special Events

CSHA hosts an annual statewide conference for the school-based health field. The Development Director leads all revenue generating strategies, including outreach to sponsors, exhibitors, and attendees. In addition, we expect receptions, tours and other small cultivation events to play a part in expanding the organization's major donors.

## **DESIRED QUALIFICATIONS AND EXPERIENCE**

- At least 5 years of experience in non-profit fundraising, including direct experience with grant writing and an overall understanding of foundation philanthropy is essential; BA required, relevant graduate level work desired.
- Experience with special events, individual giving, corporate partnerships, and/or cause marketing is desirable.
- Excellent writing skills.
- Strong interpersonal communication skills and experience making presentations to potential donors or partners.
- Detail oriented and highly organized approach to work.
- Ability to travel regularly within California, including overnight, to work occasional weekend or evening hours, and take an average of one out-of-state trip each year.
- Approach work with a positive attitude and excitement about being part of a vibrant nonprofit team.
- Salesforce experience preferred.

Salary is dependent on experience. We offer a competitive benefit package. This is a full-time position based in Oakland, but we would also consider an 80% FTE under the right circumstances.

Interested candidates are invited to submit a resume, cover letter, and writing sample to [jobs@schoolhealthcenters.org](mailto:jobs@schoolhealthcenters.org). In your cover letter, please describe what skills or experience you believe would be important for this position and assess the extent to which you meet that description. We are very interested in honest, critical reflection that is specific to this position in this organization. Please use subject line: Development Director Winter 2016. We will begin reviewing applications on January 6 and will then consider applicants on a rolling basis until the position is filled.

California School-Based Health Alliance is an equal opportunity employer that actively pursues and hires a diverse workforce. All qualified applicants will receive consideration for employment without regard to age, ancestry, color, disability (mental or physical), gender identity or expression, genetic information, marital status, medical condition, military veteran status, national origin, political affiliation, pregnancy, race, religion or creed, sex, sexual orientation, or

any other factor that is not related to the job.