

## **National Center for Teacher Residencies**

### **Director of Development**

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#### **NCTR Summary**

Founded in 2007, the [National Center for Teacher Residencies](#) (NCTR) is a national non-profit organization headquartered in Chicago with team members working virtually throughout the country. NCTR's mission is to grow and manage a national network of teacher residencies dedicated to accelerating student achievement through the training, support and retention of excellent teachers. In the wake of significant new grants and rapidly growing interest from state education agencies and other funders of education innovation, NCTR is accelerating its own growth as it helps to build, support and scale even greater numbers of high-performing teacher residencies.

#### **Position Summary**

The Director of Development (“Director”) will work directly with NCTR’s CEO to meet or exceed the organization’s revenue goals by securing funding from a variety of sources, including foundations, earned income and government sources. The Director will research the market of interest-aligned funders, cultivate relationships with them and represent NCTR externally to strengthen the organization’s profile in the funder and non-profit sectors. In addition, he/she will lead the management process of grants, including writing/submitting applications, maintaining records in Salesforce and composing final reports.

#### **Responsibilities**

- Lead and direct the development of a comprehensive and sustainable multi-year revenue plan, including short- and long-term goals;
  - Build and manage relationships with prospects through regular, targeted communication
  - Prepare revenue forecasts for ensuring budget goals are met on time
  - Lead the timely submission process for all grants, requests and opportunities, including assembling application components, grant writing, editing, review and submission of final applications and reports
  - Prepare briefings and recommend strategies to CEO for making requests of funders
- Build strong relationships with, and support the development activities of, NCTR board members; and
- Ensure accurate and up to date records of all development activities in Salesforce.

#### **Competencies**

NCTR has developed a performance management system based on evidence that individuals’ success requires managing self, working together, and driving results. These tenets are centered around our core values and comprise the following competencies:

- FLEXIBILITY - Adapts to change, performs amid uncertainty and works toward solutions despite obstacles
- GROWTH MINDSET - Is aware of strengths and areas for growth, is eager to do what is necessary to develop talents and asks for help when appropriate
- COMMUNICATION - Communicates effectively, efficiently and respectfully in all modes
- CULTURAL COMPETENCE - Contributes to healthy and productive interactions within and among diverse groups by being self-aware, empathetic, nonjudgmental, patient and open to different perspectives
- PEOPLE DEVELOPMENT - Helps colleagues in all organizational directions to grow and improve by building trust and providing differentiated support and feedback
- STRATEGIC THINKING - Solves problems and creates opportunities using analytical and creative thinking, non-anecdotal evidence and a focus on return on investment
- JUDGMENT - Makes timely, mission-aligned decisions based on evidence-based learning and patterns of experience, involving stakeholders when appropriate
- EXECUTION - Delivers high quality work and increases team productivity and performance

#### **Qualifications**

- Minimum of 5 years in development
- Bachelor's degree required, masters preferred

#### **Benefits and Salary**

Salary for this position is competitive and depends on prior experience. In addition, a benefits package is included.

#### **Location**

Chicago, IL preferred; will consider other locations for the right candidate

#### **How to Apply**

Please apply here: <https://www.tfaforms.com/4638194>