

POSITION: Regional Director, Sonoma County
REPORTS TO: Chief Development Officer

ABOUT 10,000 DEGREES:

10,000 Degrees is a leading college success nonprofit organization in California that helps low-income and first generation students get to and through college. Founded in 1981, the organization provides a comprehensive wrap-around program that includes college prep, mentoring, college and financial counseling, scholarships and financial aid management. 10,000 Degrees has helped thousands of students get to and successfully graduate college. Over 80% of 10,000 Degrees students starting at 4 year college graduate far exceeding national averages. 10,000 Degrees is a top-rated organization that has received numerous awards and recognition for effectiveness and efficiency, including the top rating from Charity Navigator.

The Regional Director, Sonoma County is a critical position to help us continue our growth momentum and help us build opportunity for more students in Sonoma County.

POSITION PROFILE:

The focus of the Regional Director, Sonoma County is to continue to grow 10,000 Degrees resource base in Sonoma County, including individual and institutional donors and strategic partnerships, as they align with broader short- and long-term organizational goals. In collaboration with and in support of 10,000 Degrees Development, External Affairs, Scholarship and Program teams as well as the Sonoma Advisory Board, the Regional Director will help develop and support local and organization-wide initiatives in Sonoma County and beyond. The primary focus of this role will be cultivating individual, institutional, and community-based relationships.

This position is based in Santa Rosa, California with one day each week at 10,000 Degrees headquarters located in San Rafael.

RESPONSIBILITIES:

- Identify and cultivate community, institutional and individual relationships to advance local, regional, and organization-wide fund development opportunities;
- Identify opportunities and develop relationships with partners to provide scholarship support to Sonoma County students;
- In collaboration with the Chief Development Officer and the Sonoma Advisory Board, develop regional fundraising targets in order to meet current and future programmatic and scholarship goals;
- In collaboration with the Chief Development Officer, develop a regional fundraising plan, incorporating individual, institutional, and community-based components;
- Represent 10,000 Degrees at regional advocacy, community, development and other events;
- Manage a regional portfolio of donors and prospective donors through all aspects of donor management and fundraising best practices including meeting prospective

donors and supporters on a continual basis to establish effective communications with them;

- Manage a regional portfolio of institutional funders through all aspects of moves management and fundraising best practices;
- In partnership with the Director of Communications and Marketing, develop a local communications plan to increase visibility and support Sonoma development efforts;
- In partnership with the Director of Government and Community Relations, identify, develop, and cultivate local and regional civic, government and industry partnerships to support funding, program, and advocacy goals;
- Proactively support the Sonoma County Advisory Board, ensuring regular touch-points and engagement with each Advisory Board member;
- Help inform short- and long-term goal-setting in Sonoma County and organization-wide through community insights and collaborative relationships;
- Identify and cultivate new scholarship resources for Sonoma County students;
- Collaborate with cross-functional teams to align regional strategies and opportunities with broader organizational goals and related initiatives.

QUALIFICATIONS:

The successful candidate will be a strong leader who has a good knowledge of the Sonoma County fundraising, community and government landscape and is committed to supporting equitable educational opportunities for all students. They will also have the skills necessary to cultivate and engage top donors and strategic partners in a way that is aligned with 10,000 Degrees overall mission, values, and goals. Excellent interpersonal and communication skills and impeccable judgment are required. In addition, the ability to work cohesively and collaboratively with other team members will be critical.

Specific qualifications include:

- BA/BS required
- 5+ years of fundraising experience required
- Excellent internal and external communication and collaboration skills
- Experience with Salesforce preferred
- Active community connector
- An unrelenting commitment to social justice
- Proven ability to work with diverse populations
- Excellent presentation skills including oral and written communication
- Ability to think strategically with an entrepreneurial spirit
- Self-starter who can multitask in a fluid work environment

10,000 Degrees offers a competitive salary and a generous benefits package, including medical and dental insurance, 401(k), 15-day vacation plan, 10 paid holidays, and sick leave.

Send cover letter and resume to: jobs@10000degrees.org

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