

miriam

SCHOOL and LEARNING CENTER

Mission: To empower unique learners by building confidence and a foundation for success

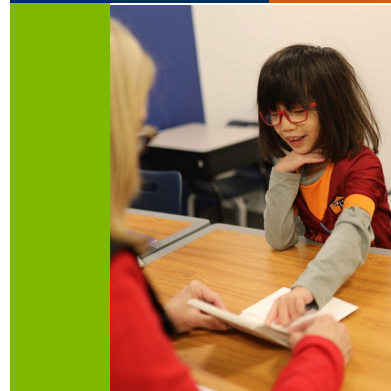
Position Opportunity: Director of Development

ABOUT MIRIAM SCHOOL AND LEARNING CENTER

Miriam School and Learning Center is a highly successful educational organization with a history of achievement and innovation. In 2022, we are celebrating the completion of a \$15 million multi-purpose capital campaign, which strengthened our services and expanded our reach as we added a high school, Miriam Academy, to our lower and middle school. In spite of the pandemic, we are more impactful than we've ever been, with over 160 students in our school and 1,100 more served by Miriam Learning Center. Miriam's budget is \$8 million, and 60% of school families receive more than \$2 million in financial aid each year.

For almost 70 years, Miriam has provided an excellent education for unique learners. Today, Miriam School and Learning Center serves unique learners and their families through two programs:

1. The K-12 private school program supports children with learning, speech/language, sensory/motor, and attention challenges through a team approach, integrated therapies, small class sizes and specialized instruction. At the high school level, services also include preparation for the transition after high school to college, vocational training, work or other programs.
2. Each year, more than 1,100 children, ages 2-25, from 120 different private, public, parochial or home schools, turn to the Learning Center for specialized support services to meet their potential.



ABOUT THE DIRECTOR OF DEVELOPMENT POSITION

The Director of Development leads all philanthropic activity in support of Miriam's mission, responsible for meeting the funding needs of this dynamic organization by leading the strategy and implementation of fund development including annual, major, and planned giving, grants, special campaigns, events, and database management. The Director supervises a development team, currently comprised of three staff members. This leader is a member of the senior management team, reports to the Head of School and Learning Center, and staffs the Board's Development Committee. Our new Head of School and Learning Center (the chief executive officer), Meg Bamford, began in July 2022 and is new to St. Louis. The Director of Development also supervises the manager of the Miriam Switching Post, an upscale resale boutique that last year generated \$300,000 in program support.

The Director of Development is a public champion for Miriam's mission, engaging internally with the Head of School and Learning Center, Board and employees, and developing relationships externally with individual donors, foundations, corporations, and the broader community. Responsible for creating and managing a strategic development plan, the Director of Development ensures systems are in place to secure the organization's ability to build, grow, and sustain donor relationships, and to measure the effectiveness of the development plan.

We're looking for a fundraiser with a proven track record of donor cultivation and partnership with the executive leader of an organization, someone able to motivate and lead the development team. The ideal candidate has exceptional relationship building and communication skills and is comfortable working in a small and fast-paced environment with competing demands.

We expect the successful candidate to grow development funding from grants, donors, foundations and corporations. Miriam is looking for substantial growth in annual giving and in endowment in support of our mission.

Knowledge and experience in philanthropy, ethics, research, cultivation and solicitation including face-to-face solicitation, proposal writing, special events, telephone solicitation, and direct mail is critical, as is an understanding of gift processing, prospect and donor histories, and fundraising reporting.

COMPENSATION

Starting salary commensurate with qualifications and experience.

Starting range: \$90,000 - \$105,000.

BENEFITS

Medical, dental, vision, life, long-term disability insurance, paid time off, bereavement leave, and retirement contribution.

TO APPLY

1. Follow this link to take a five-minute behavioral assessment:

<https://assessment.predictiveindex.com/bo/o1f/MiriamDoD>

2. Submit a resume and cover letter that expresses your interest and qualifications for the position to search@emdconsulting.com

Candidates will be considered on a rolling basis.

