

THE SCHOLARSHIP FOUNDATION OF ST. LOUIS

# YOU COULD FUEL THE WORK AHEAD

Director of Advancement



## PERHAPS YOU:

- Value education because of the difference learning made in your life.
- Are concerned about democracy and understand that critical thinking, empathy, and civil discourse are strengthened through education.
- Want opportunities to not be limited by zip code, place of birth, or wealth.
- Understand that too many students cannot access higher education due to cost, punitive policies, or lack of family experience with college.
- Believe young people benefit from financial support, guidance, trusting relationships, good counsel, and encouragement.

For more than 100 years, **The Scholarship Foundation** has invested in the idea that an **educated society is essential to a healthy democracy**. Over the last century, the Foundation has distributed over **\$103 million** for higher education to more than **13,000 students** from the St. Louis region.



Awards  
grants and  
interest-free loans  
**\$22 million** over the  
past five years – to  
students.

Advises  
more than **3,000**  
students annually.

Advocates  
for  
policy and  
systems  
**change.**

## Director of Advancement

### Organizational + Position Structure

- Report to an established, original Executive Director
- Serve as a vital member of the Leadership Team
- Collaborate with dynamic, high-performing leaders
- Cultivate and steward a diverse portfolio of current and prospective donors
- Manage two positions: Communications Specialist and Development Coordinator

Budget: **\$10M**  
Endowment: **\$7M**

### Essential Responsibilities

- Build on a high-potential fundraising program
- Create personal, customized approaches to donor engagement
- Thoughtfully steward long-term, complex philanthropic gifts
- Establish and build multi-generational giving relationships
- Set overall fundraising and communication strategy

Salary Range:  
**\$99,359 to \$154,000**

### Qualifications

- Extensive fundraising experience in a leadership role
- Proven ability to meet fundraising goals in multiple areas of focus
- Familiarity with planned giving and stewardship of legacy gifts
- Excellent interpersonal, verbal, and written communication skills
- Strong analytical skills, well-organized, detail-oriented, and able to meet deadlines

The Scholarship Foundation offers excellent health benefits, generous time off, as well as a hybrid work schedule.

The educational mission of the Foundation is inextricably linked to matters of racial and economic equity in the community. To assess how the Foundation itself is working with integrity and with equity foremost in mind, you are encouraged to view our Equity Dashboard [here](#).

### AS A FUNDRAISER, YOU ARE:

- Driven to succeed, personally and professionally
- Respectful and knowledgeable of the communities and families who sustain the mission
- Willing to embrace and champion diverse perspectives, cultures, and partnerships
- Supportive of strong leadership and a cooperative team
- Curious about and dedicated to elevating an existing, strong mission
- A compelling storyteller
- Comfortable leading from all positions
- Passionate for student-centered work and our community

### APPLICATION PROCESS

1. Submit a resume and cover letter that express your interest and qualifications for the position to [search@emdconsulting.com](mailto:search@emdconsulting.com). Candidates will be considered on a rolling basis.
2. If accepted in the final candidate pool, you will be expected to produce a sample of your writing.
3. Please see the detailed job description [here](#).

