



Director of Development

The Philadelphia School
Philadelphia, Pennsylvania

Since 1972, The Philadelphia School (TPS) has been “a leader and whole-hearted champion for the preschool through 8th-grade progressive education” on which it was founded. Learning and growing on two closely proximate campuses in the Fitter Square area of Philadelphia and serving approximately 420 students, TPS students work with highly committed and skilled educators who utilize their classroom spaces, the campus, neighborhood, and Philadelphia’s outdoor and community spaces to activate learning and engagement.

The Philadelphia School’s progressive educational approach has deep thinking, innovation, and agency as its guiding principles. The School encourages children to explore and push the boundaries of possibility to fulfill their academic, social, and civic potential. TPS approaches learning through inquiry, projects, and community. Core values and new research inform the School’s program and pedagogical practices. The interdisciplinary, theme-based approach provides the foundation for mastering academics and prepares students for the challenges they will face in the future.



Carney
Sandoe
& ASSOCIATES

Carney, Sandoe & Associates

The Search Group

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Director of Development

The Director of Development is responsible for establishing a culture of philanthropy within TPS by creating the strategic plan to meet the Schools annual goals while managing a portfolio of donors with major gift capacity. This role will also be responsible for collaborating on the creation of a stewardship plan and managing its effective implementation. This role will manage the work of one associate director.



Position Overview and Duties

The Philadelphia School (TPS) seeks a Director of Development to oversee and manage the Schools fundraising. The Director of Development is responsible for establishing a culture of philanthropy within the TPS community in addition to setting the strategic direction for development. Specific duties include, but are not limited to:

- actively manage the strategy and implementation of the current capital campaign with a goal of \$25 million in comprehensive giving in addition to setting the strategy around annual fundraising goals.
- manage a portfolio of donors with major gift capacity;
- create and manage an annual calendar of advancement activities in coordination with Associate Director of Annual Giving, Director of Marketing, and Head of School.
- act as liaison to Advancement Committee of the TPS Board of Trustees, collaborating with committee chair(s) on volunteer coordination and attending and presenting at Board meetings;
- collaborate with TPS colleagues and Board on development reports, continuously assessing progress toward goals, and recommending shifts in strategy as needed;
- manage ongoing stewardship of donors;
- manage work of Associate Director of Annual Giving, providing mentorship as needed;
- assume responsibility for managing the department's budget;
- ongoing collaboration with Director of Marketing in articulating and communicating vision around fundraising



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Qualifications

The ideal candidate will have at least a bachelor's degree and a minimum of 7 years' experience in fundraising with preference for fundraising experience in independent schools, experience with capital campaigns, and proven success with major donor solicitations. Past management experience with emphasis on staff development is also strongly preferred. Facility with fundraising databases is required, with preference given to experience utilizing Raisers Edge. Alignment with principles of progressive education, or willingness to learn, is necessary. This position is highly relational and outstanding interpersonal and communication skills are paramount. There is an expectation to work evenings and weekends as needed, while always representing The Philadelphia School to its constituents.

Interested Persons Contact:

Jonathan K. Ball
Managing Associate
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All inquiries and nominations are kept confidential.

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