



Director of Philanthropy

ABOUT PROJECT NEXT

Project Next is redefining what comes *after* high school. Through our innovative Future Centers, we help students explore purpose-driven pathways—whether that’s college, career training, the military, or the workforce. By combining real-world exposure, mentorship, and personalized guidance, we equip students with the clarity, confidence, and connections they need to own their next step.

Powered by passionate educators, bold partnerships, and professionals who believe in building what’s next—for youth, for industry, and for our communities—we’re creating a future where every student sees possibility and has a plan to pursue it.

Now, we’re growing—and we’re looking for a strategic, relationship-centered **Director of Philanthropy** to help us scale our impact and build a sustainable future.

THE OPPORTUNITY

We’re at an exciting inflection point—and we’re looking for a strategic, relationship-driven Director of Philanthropy to take us to the next level. In this role, you’ll lead our growing fundraising and partnership portfolio, with a focus on corporate engagement, major donors, and individual giving.

This is a high-impact opportunity for a connector and storyteller who understands the power of networks, narratives, and aligned investment to drive systems-level change. You’ll work closely with the Executive Director, Board, and external champions to build the relationships and resources needed to unlock opportunity for thousands of students each year.

KEY RESPONSIBILITIES

Strategic Fundraising & Campaigns

- Build and manage a comprehensive fundraising strategy to support Project Next's growth and sustainability
- Identify, cultivate, solicit, and steward a portfolio of major donors and high-capacity prospects
- Design and implement a multi-channel annual fundraising plan (including annual campaign and end-of-year appeals), with a focus on individual donors, corporate sponsors, and major gifts.

Corporate Partnerships & Sponsorships

- Develop, manage, and grow strategic corporate partnerships with companies and industry leaders
- Package and present opportunities for corporate sponsorships, employee engagement, and in-kind support
- Lead sponsorship efforts for events, programs, and student experiences—including custom partnership opportunities.
- Collaborate with internal teams to create compelling partnership materials and impact reports that inspire ongoing investment.

Relationship Stewardship & Events

- Ensure that every donor—regardless of giving level—feels seen, valued, and part of the Project Next movement
- Plan and execute donor appreciation strategies, events and communication touchpoints that build long-term loyalty and engage key stakeholders
- Collaborate with the Executive Director and program staff to ensure timely impact reporting and storytelling
- Support Board members and key champions in donor engagement efforts
- Serve as a thought partner to the Executive Director and Board on long-term fundraising strategy and organizational growth
- Work closely with the internal team to develop donor-facing messaging and stewardship touchpoints

Internal Collaboration & Leadership

- Partner closely with the internal team to align communications and amplify donor visibility
- Track key metrics and ensure excellent data hygiene in donor CRM
- Contribute to organizational culture and leadership team conversations as a key member of staff

WHO YOU ARE

We're looking for someone who brings both heart and hustle to the work—who can build authentic relationships and mobilize resources in service of a bigger mission:

- Mission-aligned – You believe deeply in expanding opportunity for youth and know how to center impact in every conversation
- A connector – You thrive in building authentic relationships, opening doors, and making meaningful matches that inspire others to believe in a shared mission
- A storyteller – You communicate the “why” behind the work with clarity, confidence, and heart
- A strategist and creative – You're focused on results and can build systems, campaigns, and narratives that engage both hearts and minds
- Results-driven – You're focused on outcomes, not just activity, and you know how to measure what matters
- A builder – You bring structure, vision, and process to a fast-moving and evolving organization
- Experienced in fundraising – You've successfully cultivated major donors, developed giving campaigns, or built meaningful corporate partnerships in a previous role

QUALIFICATIONS

- 5+ years of experience in fundraising, business development, nonprofit advancement, or related field
 - Proven track record of closing major gifts, securing corporate sponsorships, and managing donor pipelines
 - Experience leading or supporting annual giving campaigns
 - Excellent communication, storytelling, and presentation skills; comfort with public speaking and high-level relationship management
 - Experience with CRM/database systems
 - Deep commitment to educational equity, workforce development, and/or youth-serving missions
 - Comfort working in a fast-paced, entrepreneurial environment
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Why Join Project Next?

- Join a passionate, collaborative, values-driven team that celebrates bold ideas and shared wins
 - Collaborate with bold leaders from schools, industry, and philanthropy shaping the future of education and workforce development
 - Opportunity to shape the future of a high-impact, rapidly scaling nonprofit that is changing lives and communities
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COMPENSATION & BENEFITS

- Salary: \$ 110,000
 - Health, dental, vision, and retirement benefits
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How to Apply

To apply, please submit your resume and a cover letter sharing why this role and mission resonate with you to recruiting@projectnext.org