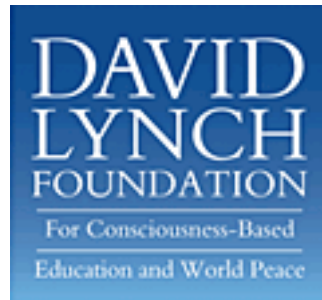

JOB OPPORTUNITY

TITLE: National Director of Development (Job Number 11173)
LOCATION: New York, NY (National Headquarters)
SALARY: Commensurate with skills and experience.



ABOUT THE DAVID LYNCH FOUNDATION

The David Lynch Foundation (DLF), a 501(c)(3) nonprofit organization, was founded in 2005 by famed film director, David Lynch, to fund the implementation of scientifically proven stress-reducing modalities, including Transcendental Meditation (TM), for at-risk populations. DLF rigorously evaluates the programs it supports, so that it can document TM's effects on academic performance, Attention Deficit Hyperactivity Disorder (ADHD), and other learning disorders, as well as anxiety, depression, substance abuse, cardiovascular disease, post-traumatic stress disorder (PTSD), and diabetes. The effectiveness of the Foundation's programs has been researched at leading medical schools, including Harvard, Stanford, and Yale. They have received endorsements of and support from, private foundations and government agencies including the National Institutes of Health, General Motors Foundation, Chrysler Foundation, W.K. Kellogg Foundation, and numerous school districts and state departments of corrections.

I started Transcendental Meditation in 1973 and have not missed a single meditation ever since. But I had no idea how powerful and profound this technique could be until I saw firsthand how it was being practiced by young children in inner-city schools, veterans who suffer the living hell of post-traumatic stress disorder, and women and girls who are victims of terrible violence. TM is, in a word, life changing for the good.

- David Lynch

The David Lynch Foundation has established itself as a thought leader on alternative treatment modalities and the leading voice in investigating and promoting TM as complementary therapy for numerous physical, psychological, and behavioral conditions. Top-level scientific researchers, respected educators, and luminaries in the arts and humanities all have turned to the David Lynch Foundation to nurture continuing research and programming in this critically important area. The David Lynch Foundation is a respected, effective partner with an impressive track record of results-oriented research and outreach to new populations.

The David Lynch Foundation is a closely knit and highly dedicated organization that works with youthful energy. The Foundation currently employs eighteen (18) full-time staff, eleven (11) part-time staff, and approximately fifty (50) volunteers nationwide. The Foundation also partners with more than forty (40) organizations in the United States and twenty-five (25) organizations in countries around the globe.

The David Lynch Foundation has built a pipeline of major gifts prospects and has had success in outreach to foundations and in securing major significant gifts. The organization enjoys high name recognition and visibility with recent appearances on Good Morning America and coverage by the New York Times, Washington Post, and Bloomberg Business Week. As well, the Foundation has a library of moving, high quality video and written materials as well as broad support from a vast array of entertainment, media and financial industry icons, including Candy Crowley, George Stephanopoulos, Soledad O'Brien, Dr. Mehmet Oz, Paul McCartney and Ringo Starr, Russell Brand, Jerry Seinfeld, Ellen Degeneres, Sheryl Crow, and other numerous entertainment and music industry executives at the highest levels.

The effectiveness of the Foundation's programs has been investigated at leading medical schools, including Harvard, Yale, UCLA and Stanford. Over 340 peer-reviewed studies, including research funded by more than \$26 million in grants from the National Institutes of Health (NIH), document the wide-ranging benefits of Transcendental Meditation for relieving stress, improving overall health, and boosting creativity and performance.

The work of the David Lynch Foundation focuses on vulnerable populations and builds upon the public's interest and support. The Foundation touches the lives of urban youth in underserved schools, soldiers and veterans with PTSD and their families, first responders, women and girls who are victims of violence and abuse, and children on the autism spectrum. The Foundation's Three-Year Plan to transform lives by overcoming stress and raising performance through TM programs include:

STUDENTS

The National "Quiet Time" Demonstration Project is underway to teach TM to 100,000 students in hundreds of public, private and charter schools throughout the country. The outcomes of this demonstration will provide the additional evidence needed to make the Quiet Time program an integral part of U. S. education.

VETERANS

The National "Resilient Warrior" Demonstration Project is ongoing to teach TM to 10,000 veterans, active duty personnel, cadets in training, and their families. The demonstration will provide the evidence required to gain additional support from the Veterans Administration and Department of Defense for a wider implementation effort.

WOMEN AND GIRLS

The National "Women's Initiative" Demonstration Project is underway to teach TM to 10,000 women and girls in the U.S. military, domestic violence centers, homeless shelters, schools and women's prisons nationwide. Outcomes from this demonstration will provide the evidence to make the TM technique more widely available for women and girls in need.

GENERAL POSITION SUMMARY

The Foundation is seeking a National Director of Development to create a cohesive national fundraising strategy and plan of execution to strengthen the Foundation's overall fundraising capacity during a period of rapid growth. The Director will be responsible for the supervision of all fundraising and development activities of all locations and foundation offices currently focused in New York, Los Angeles, and San Francisco. The position will be based in New York.

The National Director of Development will strategize, direct and oversee all fundraising initiatives, including annual unrestricted and program operating support. The Director will assess the capacity for such vehicles as an endowment campaign, a planned giving initiative, an annual fund program, a major gifts initiative, etc. Small and large scale donor cultivation, recognition and stewardship are a large part of the Foundation's strategy. Special events such as concerts, dinners, and salon events are also mainstays of the Foundation's fundraising. The Director will work in concert with the Executive Director and the Foundation's events team to strategically prioritize, plan and monetize such events.

The ideal candidate is a visionary and passionate leader with a proven track record as a nonprofit fundraiser. A sense of gravitas and the ability to present in all settings to all audiences is key to the success of the position. A strong alignment with the mission of the Foundation is desired with an appreciation of the work in and experience with TM over the past forty years. The successful candidate will build upon a strong base established to forge new relationships to build the David Lynch Foundation's visibility, impact, and financial resources. The successful candidate will also design and implement a comprehensive plan for developing key external alliances by cultivating individual, corporate, foundation, and other philanthropic support.

Reporting directly to the Executive Director, the National Director of Development will provide leadership and management of all aspects of the Foundation's fundraising activities. The Director will also work closely with the Chief Financial Officer, serve as a key member of the senior management team, and be an active participant in all strategic decisions affecting the David Lynch Foundation. Supervising a team of six (in several locations), the Director will manage all current and future positions within the Foundation's Development Office on a national scale.

The Director will expand and diversify the Foundation's donor base/pipeline and work closely with the Board of Directors as they assume a more active fundraising role. The Director will collaborate with the leadership of other revenue generating arms of the Foundation (such as DLF-Live, a global live event production company, utilizing musicians, comedians and other celebrities to generate revenues for programs of the Foundation) and DLF-TV (which produces DLF video content across all program areas and for the Foundation's special events).

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Actively work with the Executive Director and other members of the core executive team to develop and implement a comprehensive development strategy to include individual, corporate, foundation, and government sources of funding.
- Oversee research of funding sources and trends, with foresight to help position the David Lynch Foundation and recommend prioritization strategies in consideration of the limited human and financial resources available at present.

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- Develop, execute and manage a prospect matrix; create customized development plans for all donors.
 - Working with the Executive Director and the Events Team, advise and develop an annual calendar of events including bi-annual galas (East Coast and West Coast) and year-round local friend-raisers and salon events throughout the country (venues include Radio City Music Hall, Los Angeles County Museum of Art, Metropolitan Museum of Art, Jazz at Lincoln Center, among others).
 - Develop and implement a stewardship program aimed at cultivating deeper ties with existing and prospective individual and foundation donors.
 - Review and approve all foundation and grant proposals including all program and grant-related budgets. Work with the finance team to generate grant reports and program evaluations for all funders.
 - Assess capacity for additional programs such as planned giving, endowment, annual fund. Plan and execute such programs.
 - Provide and present statistical analysis of fundraising successes to the Board of Directors and senior management team members at regular intervals.
 - Assess and create the most effective development team structure given human capital and resource constraints. Prioritize the implementation of all available fundraising strategies based on current environmental and organizational realities.
 - Collaborate with the Chief Financial Officer and other senior staff to develop and implement the David Lynch Foundation's financial strategy.

QUALIFICATIONS:

The ideal candidate will have at least 10-15 years of experience and demonstrated success in a leadership role within a development function at a major nonprofit organization. The Director will have a proven track record of achieving substantial revenue and fundraising targets and will have a wide-ranging knowledge of the many types of fundraising strategies applicable to the work of the David Lynch Foundation.

The ideal candidate will have the ability and disposition to understand and work within the Foundation's organizational structure and find pathways to success working constructively with professional colleagues and using available resources to maximum benefit. The individual must have the ability to become, if not already, an articulate and genuine spokesperson on behalf of the David Lynch Foundation to communication its mission and organizational culture. The selected candidate must have the ability to influence and engage a wide range of donors and build long-term relationships.

Additional requirements include:

- Bachelor's degree (Masters or other advance degree preferred).
- Successful nonprofit fundraising track record; superb fundraising judgment; tangible experience expanding and cultivating existing donor relationships over time.
- Exceptional leadership, organizational, and interpersonal skills.
- Outstanding written and oral communication skills.

- High energy and passion for the David Lynch Foundation’s mission.
- Proven mentoring and team building skills; experience mentoring a development team.
- Demonstrated talent for building resources: grant writing, corporate giving, marketing and business development.
- Proficient in Microsoft Office applications, including Word, Excel, and Outlook; donor database experience a plus.
- Ability to maintain and development relationships with the community, corporations, and other partners.

MORE ABOUT THE POSITION

The National Director of Development is a newly created, full-time, salaried position based in the New York City offices of the David Lynch Foundation in Midtown Manhattan. After an initial employment period, employees become eligible for the Foundation’s comprehensive employee benefits package, including: group health and dental plans, voluntary vision, life/Accidental Death & Dismemberment and long-term disability insurance, flex plans for medical, dependent and commuting expenses, a 403(b) retirement savings plan, and paid time off. Travel to the other locations of the Foundation (including Los Angeles, San Francisco, and other locations in which events are held) will be occasionally necessary.

To Apply: Please send a resume to bramundo@nonprofitstaffing.com or register at www.nonprofitstaffing.com and apply to Job Number 11173.