

ORGANIZATION: Bank Street College of Education
POSITION: Vice President for Development
REPORTS TO: President, [Shael Polakow-Suransky](#)
LOCATION: New York, New York
WEBSITE: <https://www.bankstreet.edu>
TO APPLY: Please contact BankStreetVPDev@PBRSearch.com

BACKGROUND

Founded in 1916, Bank Street College of Education is a leader in early childhood education, a pioneer in improving the quality of classroom practice, and a national advocate for progressive education. Bank Street's focus is on how children learn, what teachers need to help them succeed, and how learners of every age can reach their full potential. In a broader sense, Bank Street sees in education the opportunity to build a better society. As it enters a second century of teaching and learning, Bank Street is poised to play a pivotal role in improving the education of children and their teachers and in championing education as a means to create a more just and democratic world.

Bank Street's graduates, educators, and leaders know how to do the work that leads to the best educational outcomes for children, earning it a national reputation as an innovator in improving the quality of classroom practice and as an advocate for children, families, and the system and policy changes that bring effective and equitable teaching to all. Its entities include:

- [Graduate School of Education](#)
- Children's Programs, including the [School for Children](#)
- [Bank Street Education Center](#)

ABOUT THE POSITION

The vice president for development will partner with the president and senior leadership, the board of trustees, other volunteers and the development team to build on a track-record of annual fundraising success, complete a \$40M capital campaign (\$34M to date), and find innovative and creative ways to grow philanthropic revenue. Historically, Bank Street has been extraordinarily effective raising multi-year foundation grants, especially in support of initiatives to bring progressive education theory and practice to underserved communities. Building a sustainable individual major gift program has been more challenging and the ideal candidate will have experience identifying and cultivating robust relationships with major donors.

The 14-person development team is currently responsible for raising \$8M annually (including campaign) from all revenue sources and effectively engaging with 13,000+ alumni. The successful VP will be an excellent manager with the ability to set ambitious goals and ensure the development group has the training, tools, and support to meet them.

Finally, Bank Street is a complex organization that encompasses three distinct entities, each with their own priorities for fundraising. The vice president must be adept at managing competing demands for time, attention, and resources. In addition, she/he/they must be able to understand and articulate the common aspects of each program and find ways to package multi-faceted giving opportunities for donors that benefit more than one area of the college.

RESPONSIBILITIES

- Lead and inspire the development team to effectively engage donors, alumni and other stakeholders to achieve annual and campaign goals to generate significant revenue in support of Bank Street's priorities.
- Will complete Centennial Campaign and develop a long-term fundraising strategy that will increase annual giving and major gifts.
- Serve as a trusted advisor to President Polakow-Suransky, collaborating with him on high-level solicitations across all gift types; ensure that he is appropriately engaged in development and stakeholder activities and that his time is respected and leveraged for maximum results.

- Work closely with the board chair and the co-chairs of the advancement committee; staff the advancement committee.
- Continue to expand Bank Street’s network beyond connected donors and alumni and identify prospects who are aligned with Bank Street’s commitment to systemic change that dramatically improves schools and ensures every child has access to a quality education, thereby building a robust major-gifts pipeline.
- Serve as a member of the senior leadership team, providing the fundraising and alumni relations perspective across the various entities at Bank Street.
- Work collaboratively with each area of development and each Bank Street entity to ensure that staff have the tools, information, training and support to meet goals.
- Provide clear direction, mentorship, and goal-setting for development staff, ensuring that each area collaborates with and supports the work of the others.
- Create and maintain a culture of continuous improvement; ensure that staff are trained in and adhere to best practices that support extraordinary results that are aligned with Bank Street’s values, mission, vision and strategic plans.
- Strategically collaborate with the communications team to develop compelling materials and talking points to be used by development staff and volunteers.
- Pro-actively engage board members and other volunteers in fundraising efforts, strategically using their time and energy to achieve maximum impact; be a trusted, welcome, engaging partner to the board, supporting their work and acknowledging their deep commitment to Bank Street’s mission.
- Collaborate with the board and president to identify, cultivate and recruit potential trustees.
- Manage a portfolio of top prospects and donors; cultivate, solicit, and close major and principal gifts from influential and mission-aligned donors.
- Ensure that top donors feel appreciated and appropriately engaged at the highest levels across all entities, facilitating their connections with senior administrators, faculty, students, alumni, and other stakeholders.
- Become an engaged member of the Bank Street community to facilitate relationship-building and increase awareness of priorities.

QUALIFICATIONS

- At least 10 years of progressively responsible fundraising leadership and management experience, preferably in an institution that overlaps with the Bank Street mission and/or with the donor constituencies we are working with, with the ability to interact effectively with senior institutional leadership, administrators, trustees, and other stakeholders.
- Ability to think and act strategically; a high-level comfort with complexity and nuance.
- Background in individual and institutional giving with demonstrated success in growing a donor base beyond an institution’s connected constituency.
- Ability to effectively develop and lead a goal-oriented fundraising and alumni relations staff.
- Significant experience as a frontline fundraiser cultivating and soliciting major- and principal-level gifts.
- Superior interpersonal and listening skills with proven ability to successfully interact and collaborate with a variety of stakeholders – from students and parents to faculty, staff, and leadership.
- Excellent written and verbal communication and team-building skills, with the ability to demonstrate tact and diplomacy working with internal and external constituencies.
- High emotional intelligence and experience working in a racially and socio-economically diverse organization committed to addressing issues of inequality in a sensitive, pro-active manner.
- Passion for Bank Street’s mission and approach to progressive education.
- Bachelor’s degree required; advanced degree preferred.

Bank Street College of Education is an Equal Opportunity Employer and does not discriminate on the basis of age, color, national origin, ethnic origin, citizenship status, disability, race, religion, creed, gender, sex, sexual orientation, gender identity and/or expression, marital status, veteran status, or any other characteristic protected by federal, state, or local law in its employment policies and other college-administered programs. In addition, Bank Street College of Education will provide reasonable accommodations for qualified individuals with disabilities.