

Educate Fairfax, Director of Philanthropy
Fairfax County, Virginia | Full-Time | Exempt

About Educate Fairfax

Educate Fairfax is the official 501(c)(3) nonprofit education foundation supporting Fairfax County Public Schools (FCPS). Through partnerships with individuals, corporations, foundations, and community organizations, Educate Fairfax mobilizes private support to expand opportunities, remove barriers to learning, and strengthen student success.

Position Overview

Educate Fairfax seeks a highly connected, strategic, and relationship-driven **Director of Philanthropy** to lead the organization's fundraising and philanthropic engagement efforts. Reporting to the Executive Director, this senior leadership role is responsible for growing philanthropic investment, strengthening donor relationships, and expanding Educate Fairfax's visibility and impact throughout Northern Virginia.

The ideal candidate is an experienced nonprofit fundraising professional with deep knowledge of Northern Virginia's philanthropic and corporate community, an established network of relationships, and a proven track record of securing significant philanthropic support. This highly external role requires expertise in major gifts, strategic partnerships, donor engagement, and revenue generation while positioning Educate Fairfax as the preferred philanthropic partner supporting Fairfax County Public Schools.

Key Responsibilities

- Develop and execute a comprehensive philanthropy strategy aligned with Educate Fairfax's mission, strategic priorities, and organizational growth goals.
- Build and sustain a diversified fundraising program that includes major and principal gifts, corporate partnerships and sponsorships, foundation support, planned giving, endowment development, grants, and annual and strategic fundraising initiatives.
- Utilize fundraising analytics, prospect research, donor insights, and wealth screening to identify opportunities and strengthen the donor pipeline.
- Develop cultivation and solicitation strategies and prepare compelling proposals, cases for support, impact reports, and donor communications.
- Cultivate and steward relationships with donors, corporations, foundations, business leaders, philanthropic advisors, alumni, volunteers, and community partners.
- Partner with donors and advisors to structure transformative giving opportunities, including donor-advised funds, stock gifts, planned gifts, and endowment contributions.
- Secure philanthropic support for Educate Fairfax programs, initiatives, events, and strategic priorities while aligning opportunities with FCPS needs.
- Serve as a visible ambassador for Educate Fairfax throughout Northern Virginia and represent the organization at meetings, events, and community gatherings.
- Lead and support the Development/Fundraising Committee and equip board members to strengthen fundraising, donor engagement, and philanthropic advocacy.

- Partner with Marketing & Communications and organizational staff to advance donor stewardship, recognition, impact storytelling, and a culture of philanthropy.
- Ensure effective use of CRM systems, donor management platforms, and fundraising technology to track donor relationships, engagement, fundraising activity, and outcomes.
- Monitor fundraising performance and prepare reports, dashboards, and updates for the Executive Director, Board of Directors, donors, and stakeholders to support decision-making and organizational growth.
- Ensure compliance with organizational policies, gift acceptance practices, donor intent, and applicable fundraising regulations and standards
- Perform other duties as assigned.

Qualifications & Skills

- Education Required: Minimum of a Bachelor's degree in nonprofit management, business administration, or a related field.
- 10+ years of successful nonprofit fundraising experience with expertise in major gifts and planned giving.
- Demonstrated success securing multi-million-dollar philanthropic investment through individual, corporate, and foundation fundraising.
- Proven ability to build donor pipelines, cultivate long-term partnerships, and leverage networks to generate philanthropic investment.
- Deep knowledge of Northern Virginia's philanthropic and corporate landscape with established regional relationships strongly preferred.
- Experience in education, healthcare, higher education, community foundations, or similarly complex mission-driven organizations preferred.
- Strong knowledge of major gifts, planned giving, corporate partnerships, foundation fundraising, donor stewardship, CRM systems, fundraising analytics, and wealth screening.
- Exceptional relationship-building, communication, leadership, and strategic thinking skills.

Compensation & Benefits

Salary Range: \$100,000–\$125,000, commensurate with experience and demonstrated fundraising success.

Benefits: Competitive benefits package, including paid leave, professional development, flexible hybrid work, and additional benefits in accordance with Educate Fairfax policies and applicable benefit programs.

To Apply: Submit a resume and cover letter to: jobs@educatefairfax.org by **July 5, 2026**. Applications will be reviewed on a rolling basis.

Equal Opportunity Employer: Educate Fairfax is committed to building an inclusive workplace and welcomes applicants from diverse backgrounds and experiences.