

GEN NEXT FOUNDATION



Vice President of Advancement Orange County, CA



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SOCIETY GROWS GREAT WHEN WISE MEN PLANT TREES WHOSE SHADE THEY KNOW THEY SHALL NEVER SIT IN.

--Greek Proverb

Gen Next is an invitation-only group of successful leaders who are dedicated to learning about and solving the most pressing generational challenges of our time.

The members of Gen Next belong to a community of market-driven problem solvers who are committed to harnessing competition and entrepreneurship to expand opportunity and ensure that anyone in future generations can achieve success and prosperity.

Gen Next's values are mobilized through a wide range of activities overseen by three related entities:

- Gen Next Inc. puts members in dialogue with each other and key decision makers through leadership forums, programmatic engagements, and delegations to key areas.
- The Gen Next Foundation incubates and scales social enterprises and policy solutions.
- Gen Equity PACs provide support to aligned, effective, and bold candidates and causes.

The Gen Next Foundation is the philanthropic and entrepreneurial arm of Gen Next. Adopting a venture philanthropy approach that combines the heart of an NGO with the business model of an entrepreneur, the Foundation incubates and grows ventures that deploy high-risk, forward-looking, and high-impact ideas with the potential to drive prosperity for future generations.

The Foundation leverages the Gen Next network to engage the best cross-sector minds, resources, talent, and often eclectic collaborations in order to boost social enterprise and big ideas. It identifies and predicts the specific priorities its venture partners currently have and will have in the future. It then maximizes impact by connecting the priorities of its partners with the skills found in its network at the most opportune time.

The Foundation's early efforts have shown that **the private sector can, and should, lead where government alone cannot.**

Leveraging these results, it seeks to ramp up its work to develop solutions that can propel society, communities, and families toward a brighter future.



Deeper Impact, Broader Reach

Gen Next has articulated three core, inter-related areas in which short-term thinking threatens long-term prosperity. It seeks to challenge this thinking to make generational change possible.

Education Reform: The Foundation champions innovative education solutions that close the gap between America and the rest of the world

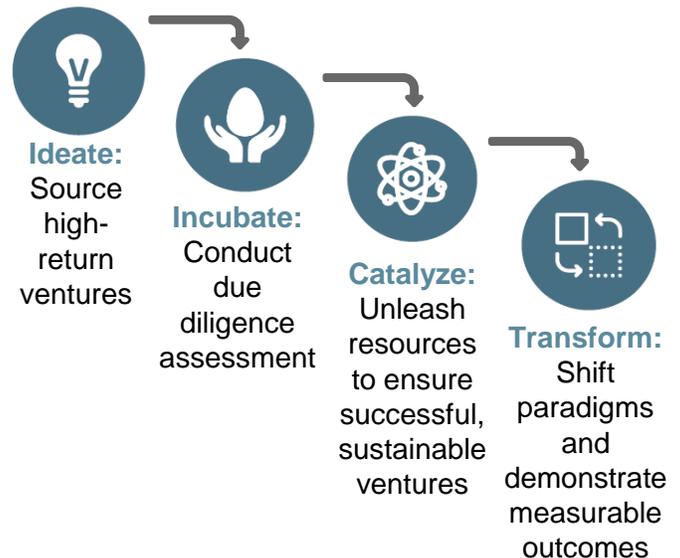
Economic Opportunity: The Foundation seeks to defuse the ticking time bomb of debt and entitlement that shackles the next generation's dreams.

Global Security: The Foundation seeks solutions that redirect the vulnerable from violent extremism and toward the achievement of dreams.

Many of the Gen Next Foundation's initiatives have realized 500% and more in return on investment. However, a strong and reliable stream of seed money is required to start-up programs with potential and to continue the Foundation's ground-breaking work. The Foundation is expanding its fundraising team to make this work possible.



How It Works



Venturing In Action: Redirect

An innovative partnership with Google Jigsaw and Moonshot CVE harnesses targeted advertising technology to stop online radicalization among vulnerable audiences.

Ideate: In 2015, GNF and Google begin ideation to formulate the *Redirect* campaign.

Incubate: In 2016, GNF and Google pilot a Redirect prototype overseas; GNF invests \$500k and Google invests \$900k.

Catalyze: In 2017, Redirect expands to the US to transform how tech companies fight extremism. In 2018, it began to scale in the US and overseas.

Transform: GNF's \$500k and in-kind investments have led partners to raise \$3 million in Europe and \$1.5 million in Canada.

The Opportunity

The Gen Next Foundation seeks a Vice President of Advancement to tap, build, and deploy a dynamic donor community and to be a key asset on the leadership team at an exciting time in the Foundation's trajectory. The VP will craft and implement high level advancement strategy while simultaneously conducting on-the-ground tactical work, forging productive working relationships with prominent individuals inside and outside the Gen Next network. Tying everything together, the VP will build the Foundation's internal development machine, with an obsessive eye toward the data, analytics, operations, relationships, and community needed to achieve a multi-million-dollar recurring revenue model.

Raise \$2.3M+ across diverse donor networks in year one

- ❖ Secure pledges and gifts from high net-worth individuals and leverage them for future introductions and cultivation.
- ❖ Coordinate closely with team members to develop relationships and steward future donors to raise at least \$2M in major gifts in the first 12 months.
- ❖ Grow the external donor base to match or exceed the membership donor network – in both dollars and individuals.
- ❖ Manage the full prospective donor process, including sourcing leads, managing CRM data, settings KPIs, and building a schedule and timeline for cultivating prospective donors.

Create a fundraising machinery that builds community through ongoing donor engagement and establishes a recurring revenue stream

- ❖ Design a donor engagement framework with defined donor circles, KPIs, and stewardship plans.



- ❖ Establish a development operation and build a team to complement the objectives and operations of the Gen Next ecosystem.
- ❖ Support the President to build and maximize the impact of fiduciary, advisory, and functional boards and committees.
- ❖ Create and seize opportunities from different revenue streams (e.g. the Gen Next membership, private foundations, corporate foundations, strategic partnerships).
- ❖ Develop and implement development metrics and continuously evaluate performance against them.

Quickly learn the Foundation's core issues

- ❖ Mission-driven leadership: what's the leadership culture in the U.S.? How can we shape it?
- ❖ Economic opportunity: Economic inequality dominates the news when the headline is that upward mobility has never been more threatened. How can we broaden the dialogue?
- ❖ Education Reform: We need incredible teachers, options for parents, and a dynamic system that prepares kids to compete globally.
- ❖ Global Security: Today, private sector-led counter-extremism is at its entry point. But from cyberwarfare to space, issues loom on the horizon.

The Candidate

The ideal VP of Advancement will be a savvy and effective operator who will seize the opportunity to bolster the engagement of the membership base while also optimizing it for foundation giving. With an entrepreneurial attitude that echoes the founding principles of the Foundation, s/he will be a fun, engaging, relational, strategic, organized, results-driven, and curious leader and fundraiser who will help take the Foundation to new heights.

You're most likely a fit if:

- ❖ You have 8 to 10 years of achievement in fundraising, including stewarding and directly soliciting \$100K+ gifts.
- ❖ You have a record of successfully developing and executing a replicable, scalable, nationwide fundraising network.
- ❖ You have a record of working collaboratively across a diverse and remote team. The Foundation's team culture demands it, and functionally, relationships are the pathway to tap knowledge and resources.
- ❖ You thrive in an entrepreneurial environment where "everything is possible" but resources are scarce.
- ❖ Strategy, organization, prioritization, details, execution, and measurable results are the name of your game. There are a number of moving parts within Gen Next.
- ❖ You can talk business, culture, politics—and quickly learn on the fly. Working with the Gen Next network, you'll be comfortable staying current with its membership priorities.

This isn't a fit if:

- ❖ You have little or no experience in fundraising operations—Gen Next is



building machinery for long-term impact and needs expertise.

- ❖ You can't carry a conversation with C-suite leaders or are uncomfortable making asks.
- ❖ You are uncomfortable being accountable to quantitative results.
- ❖ You struggle to synthesize information into a coherent strategy and actionable, measurable plan.
- ❖ You struggle to balance and make connections between tactical work and high-level strategy.
- ❖ You take yourself too seriously and don't have a sense of humor.

Culture and benefits:

- ❖ Flexible time off—freedom with accountability.
- ❖ Books, more books, and constant opportunities to learn.
- ❖ Access to a world-class network of impact-driven entrepreneurs, influencers, and disruptors.
- ❖ A cooperative, irreverent, high-performance culture striving to help you become the best version of yourself.
- ❖ Health, dental, vision, life, and short-term disability insurance.



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Questions, résumés, and CVs should be sent
to search@driconsulting.com

All first-round interviews for this position will take place at Development Resources, *inc.* at 1820 N. Fort Myer Drive, Suite 702, Arlington, VA 22209, (703) 294-6684, or via telephone/video conference.

DR*i* is an executive search and development consulting firm that recruits senior leaders and works with them to build talented teams, create bold strategic plans, and design powerful fundraising programs.

The Gen Next Foundation is an Equal Opportunity Employer and is seeking a diverse slate of candidates for formal consideration.



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