



Development Director

Location: Remote, ideally Washington, DC–based; U.S. East Coast highly preferred

Start Date: May 1, 2026

Position: Permanent, Full-time (40 hours per week)

Reporting to: Executive Director

Compensation: LEAD Edu offers a locally competitive compensation package, commensurate with qualifications. We provide full-time employees generous paid leave; stipends for health insurance, co-working spaces, and professional development; and retirement contributions.

About LEAD Edu

LEAD Edu is building a global network of ethical, empathetic and entrepreneurial leaders driving positive change. We establish, support, and grow transformative programs that deliver high-quality education, soft-skill development through sport, and community engagement to support underserved, high-potential boys and girls on their pathways to leadership. To achieve our mission and vision, LEAD Edu manages three programs:

1. **LEAD Hubs** are independent, locally-led organizations that provide academic classes, elite sports training, and life skills development to high-potential youth ages 8-18. Our two current Hubs – LEAD Monrovia Football Academy (Liberia) and LEAD Morocco – serve over 250 student-athletes. LEAD Edu provides grants and technical support to enhance the impact and sustainability of LEAD Hubs.
2. **LEAD Global Youth Network** supports LEAD Hub graduates through partnerships with preparatory schools, universities, businesses, and nonprofits worldwide. This growing ecosystem creates ongoing leadership development opportunities and real-world experience for alumni.
3. **LEAD Learning** identifies and scales high-impact interventions from LEAD Hubs to develop leadership potential in children globally.

The LEAD network currently consists of three independent organizations that collaborate closely: LEAD Monrovia Football Academy ([LEAD MFA](#)) in Liberia, [LEAD Morocco](#), and [LEAD Edu](#), a US-based NGO.

The Opportunity

LEAD Edu is seeking a visionary Director of Development to spearhead our philanthropic strategy during a pivotal phase of global expansion. Following the successful acquisition of seed funding for our operations and campuses in Liberia and Morocco, we are looking for an ambitious, impact-driven leader to architect a transformative capital campaign. By expanding our pipeline of high-net-worth individuals, family offices, and foundations, the Director will elevate our fundraising operations to the next level and ensure long-term, sustainable growth.



As the lead development professional within the organization, the Director will work closely with the Executive Director and Board to develop our fundraising strategy and drive the growth of the organization, namely:

- **Campaign Leadership:** Plan and execute a successful capital campaign to support campus development and expansion.
- **Strategic Planning:** Develop a comprehensive multi-year fundraising strategy to ensure long-term sustainability.
- **Major Investment:** Directly solicit and secure significant gifts and multi-year commitments to fuel expansion.
- **Philanthropic Culture:** Build and champion a culture of giving across the entire organization.

Key Responsibilities

1. Fundraising & Campaign Leadership

- **Execution:** Lead the design and delivery of the capital campaign to meet global expansion targets.
- **Strategic Advising:** Partner with the Executive Director (ED) and Board to prioritize development activities and guide their individual fundraising efforts.
- **Direct Solicitation:** Identify, approach, and close significant investments from a growing portfolio of global donors.
- **High-Level Strategy:** Create tailored engagement and solicitation plans for top-tier prospects.

2. Pipeline & Network Development

- **Portfolio Growth:** Cultivate a robust pipeline of high-potential partners, including wealthy individuals, family offices, foundations, and corporations.
- **Board Partnership:** Work with the ED and Board Chair to recruit new members and support current members in leveraging their networks and personal giving.
- **Donor Retention and Growth:** Implement strategies to deepen engagement and increase long-term support from current donors.

3. Operations & Excellence

- **Systems Management:** Refine clear and simple processes for tracking donor relationships, communications, and grants – ensuring our systems are easy to use, make tracking easy, and prioritize efficiency.
- **Governance:** Establish and maintain high standards for donor recognition, gift policies, and budgeting.
- **Fundraising Assets:** Work with the Communications and Marketing Associate to create and refine high-quality proposals, pitch decks, and donor communications.
- **Engagement Events:** Design and manage donor events and site visits that connect supporters directly to our work.



4. Representation

- **Brand Advocacy:** Represent LEAD Edu at conferences, pitch opportunities, and high-level networking events.
- **Leadership Briefing:** Prepare and brief the ED and Board for external engagements to ensure a unified and compelling voice.

Professional Experience

- **Proven Fundraising Track Record:** 5-7+ years of experience in high-level fundraising or business development, with a documented history of personally closing major and principal gifts.
- **Capital Campaign Leadership:** Direct, recent experience in planning and executing a multi-million dollar capital campaign.
- **Strategic Development:** Proven ability to design and implement growth-oriented fundraising strategies that successfully diversify revenue across individuals, family offices, and foundations.
- **Multi-Channel Expertise:** Sophisticated understanding of diverse fundraising vehicles, including multi-year pledges, strategic partnerships, and legacy giving.
- **International Context:** Experience working within or a strong professional understanding of Sport for Development, Education and/or International Development.

Skills & Attributes

- **Entrepreneurial Leadership:** A self-starter who thrives in a "build-phase" environment; you possess the grit to navigate ambiguity and the organizational skill to manage complexity.
- **Relationship Builder and Storyteller:** Excellent interpersonal skills with the ability to translate impact into compelling communication and marketing materials that resonate with our target market.
- **Operational Excellence:** High digital literacy with a data-driven approach to donor management; experienced in using CRMs to track moves-management and measure performance.
- **Collaborative & Agile:** A high-level collaborator who can partner effectively with an Executive Director and Board, adapting quickly to the shifting needs of a growing international organization.
- **Mission Alignment:** A deep and demonstrable commitment to our mission and values.

How to Apply

To apply or learn more about the position, please contact Anita Farsad, Executive Director - afarsad@leadedu.org.