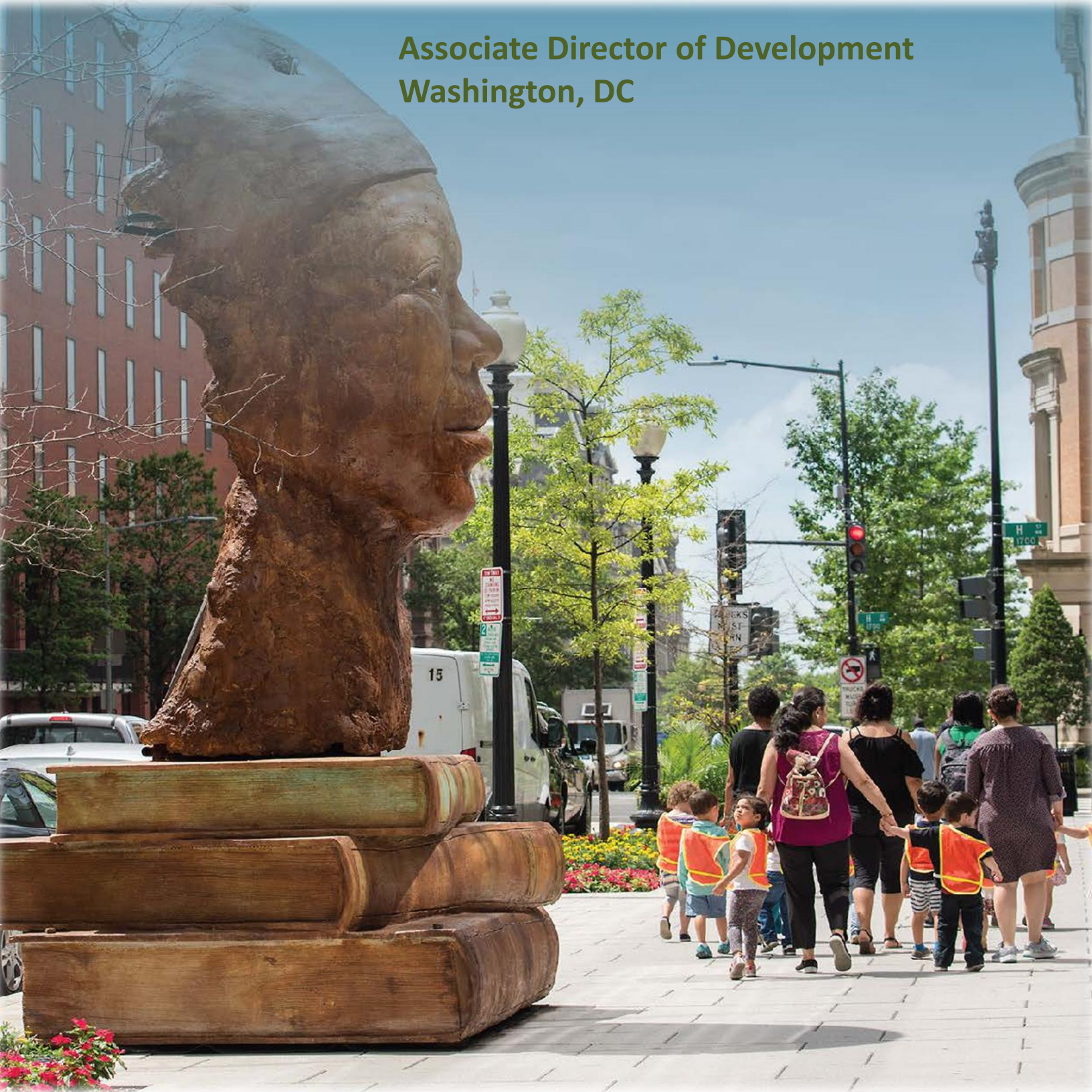




GOLDEN TRIANGLE

Associate Director of Development Washington, DC



Strengthening, Engaging, Beautifying, and Inspiring



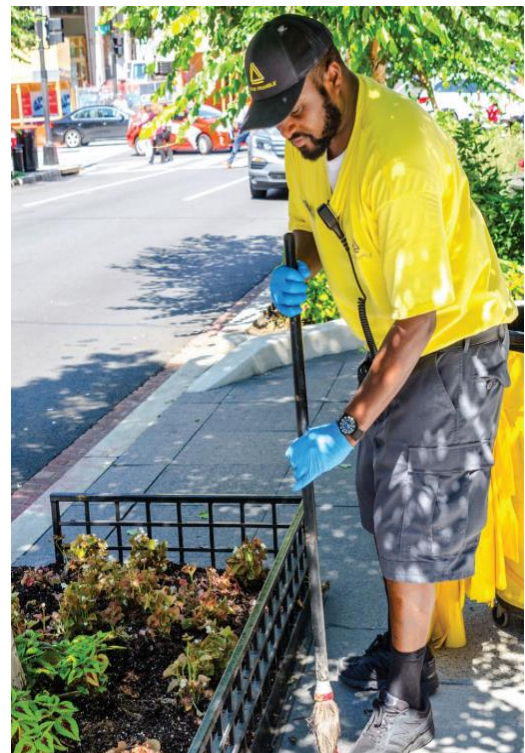
The Golden Triangle Business Improvement District (BID) is an award-winning non-profit 501(c)(6) corporation that works to enhance the Golden Triangle — the 43-square-block neighborhood that stretches from the White House to Dupont Circle and 16th Street NW to New Hampshire Avenue NW. The BID's primary focus is to provide a clean, safe, and vibrant environment within this remarkable neighborhood and to retain and attract businesses to it.

Founded in 1997, the Golden Triangle BID encourages neighborhood development through capital improvement projects, a variety of engaging events, and public art. The BID also strives to increase quality of life through public safety and maintenance services. Golden Triangle is funded by a special assessment on property owners within the neighborhood.

strengthening

Golden Triangle connects its members to numerous resources, events, and information in and around the neighborhood. Its staff serves as a first point of contact for member questions and concerns, and acts as a liaison between businesses and many city agencies. These corporate and government partners are key allies in the BID's efforts to strengthen the Golden Triangle's vitality, making it a great place to live, work, and play.

In 2017, the BID established Golden Triangle Charitable Corporation (GTCC) a 501(c)(3) organization that advances projects that enhance and strengthen the greater downtown area of the nation's capital. GTCC provides a way for corporate and other charitable partners to support initiatives that will positively impact the greater downtown through educational programs, events, and community services that enhance and enliven the city in valuable ways.



Golden Triangle Corporate Relationships

The annual assessments of business owners within the BID provides funding for its core activities. In 2019, this \$5.6M operating budget supports Ambassador and Safe and Secure Programs (\$2.4M), Research/Economic Development/Marketing/Events (\$1.2M), and Public Realm activities (\$700K), such as the new rain gardens on 19th Street that reduce runoff.

Golden Triangle's Corporate Partnerships program, while still relatively new, has secured a blend of corporate sponsorships and grants from a wide variety of industries, including Capital One, Exelon, Lyft, Pepco, Prudence, Wawa, and Wiley Rein. These firms and others provide support for a set of initiatives that extend Golden Triangle's mission beyond its borders, including homeless services, sustainability projects, community events, and other efforts.



47
PEOPLE RECEIVED
HOUSING

20

RAIN GARDENS
PLANNED FOR
19TH STREET



beautifying



197
ATTENDED
YOGA ON
JUNE 26



108,577
TRASH BAGS
COLLECTED



405
PEOPLE RECEIVED
ASSISTANCE

The Associate Director of Development will devise and execute strategies to garner gifts, grants, sponsorships and cause-related marketing opportunities, building on existing relationships and developing new ones from among the 4,000 businesses, 600 shops and restaurants, seven hotels, and six U.S. National Parks. The Associate Director's work will supplement the Golden Triangle's operating funds to support new and ongoing event programming, public space improvements and other programs throughout the Golden Triangle and, in some cases, throughout the District.



The Opportunity

As Golden Triangle Business Improvement District expands its commitment to building institutional relationships that benefit the District, this position will play the key role in developing funding for dynamic new programs. Reporting to Senior Director, Finance and Administration Drew Ann Jubert, and working closely with Executive Director Leona Agouridis, other members of the staff, and board members, the Associate Director oversees all aspects of the corporate partnerships program and lays the foundation for long-term relationships. The Associate Director collaborates on establishing fundable programs, designs sponsorship opportunities and relevant marketing materials, and creates appropriate recognition and stewardship opportunities.

Program Design and Management

- ❖ Identify and leverage the organization's offerings and assets to develop a long-term funding/donations strategy for an emerging 501(c)(3).
- ❖ Design, implement, and manage sponsorships, grant proposals, and other development plans to grow long-term relationships and revenue.
- ❖ Research potential corporate supporters, ensuring that corporate engagement aligns with and supports the organization's brand and strategic plan.
- ❖ Work across the organization to conceptualize and develop packages for sponsorships and donations.
- ❖ Maintain accurate records of work, including all contacts, prospect research and pipelines, networking and attendance at conferences, events, and/or programs.
- ❖ Track, manage and follow-up on donations and payments, ensuring any contractual benefits are fulfilled.

External Relations

- ❖ Execute robust revenue generating activities to drive revenue for the organization, including frequent external contact with prospects and donors.
- ❖ Build new relationships consistent with the Golden Triangle's vision and strategy, developing written proposals and applications for funding opportunities.
- ❖ Create customized content or presentations as collateral for use in sponsorship presentations, in accordance with the organization's ethics, branding, and other guidelines.
- ❖ Provide timely responses to sponsor and partner requests, working in a consultative manner to deepen the relationship and create new and renewal opportunities for the organization.
- ❖ Research, manage design process and oversee rollout of a CRM system for the organization.
- ❖ Work diligently to meet annual fundraising goals.



The Candidate

Competitive candidates will bring a measurable track record of developing and managing successful corporate relationships. S/he will have strong analytical, strategic planning, time management, and organizational skills; the ability to manage multiple projects in a deadline driven environment; and strong leadership skills coupled with a collaborative approach to developing and executing strategic initiatives. The candidate should have a genuine commitment to the mission of the Golden Triangle BID and a passion for activating and improving urban spaces.

Background

- ❖ At least 5 years of experience in corporate relationship development, including work in sponsorships, corporate foundation grantwriting, and/or cause-related marketing.
- ❖ Understanding of overall fundraising operations and prospect management and cultivation.
- ❖ Experience in a non-profit or association highly desirable.
- ❖ Experience with development of marketing/ design of sponsorship materials desirable.
- ❖ Bachelor's degree is required.

Skills and Accomplishments

- ❖ Record of developing successful corporate fundraising strategy, including identifying prospects, developing winning proposals, negotiating and closing business deals.

- ❖ Effective communication skills, including in-person and via phone, with high-level business executives, including Board members.
- ❖ Creativity in conceptualizing sponsorship and related opportunities within the parameters of the BID's charter.
- ❖ Dynamic public speaking skills and executive presence in delivering the case for support to the highest-level donors and strategic partners.
- ❖ Strong analytical and project management skills, including follow-through on details; ability to manage multiple projects and complete them in a timely manner with limited supervision.
- ❖ Ability to write and speak persuasively in a variety of business setting; ability to articulate program objectives clearly.

Personal Characteristics and Work Style

- ❖ Ability to work in a community-based environment and support the development of the Golden Triangle.
- ❖ Collaborative work ethic; able to contribute productively to small teams, execute on shared goals, and work with a diverse set of leaders.
- ❖ Solution-oriented professional who sees challenges as opportunities and can think imaginatively about how to take advantage of them.



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.

DRi 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 Golden Triangle Business Improvement District is an Equal Opportunity Employer and is seeking a diverse slate of candidates for formal consideration.



Search conducted by [Development Resources, inc.](http://www.driconsulting.com) www.driconsulting.com