

# THE NEXT 50

**Job Title:** Finance Director (Full-time; Exempt)

**Location:** U.S. (Remote; travel not to exceed 15 percent of time)

**Salary Band:** \$90,000 - \$120,000 (commensurate with experience)

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## **The Next 50 (TN50) Overview**

The mission of The Next 50 (TN50) is to build a more representative democracy and accelerate generational change by supporting diverse, next generation leaders across the United States. Since our founding in 2019, we have raised over \$10M to support a new generation of diverse, talented leaders. Each cycle, we identify and endorse fifty talented, up-and-coming elected officials and candidates, providing them with direct financial support, raising additional funds from our donor network, and offering exclusive leadership development and peer mentorship opportunities.

## **Position Overview**

TN50 is hiring a Finance Director to lead our fundraising efforts. This is a Senior Staff position reporting directly to TN50's Executive Director, Iowa State Senator Zach Wahls (TN50/ED) and will work with TN50 staff, Board, and endorsed Leaders. The Finance Director will have significant influence, responsibility, and opportunity.

As Finance Director, you will lead engaging our existing donors, prospecting new donors, planning fundraising events, managing our NGP database, overseeing our calltime and digital fundraising programs, supporting our endorsed Leaders in their fundraising efforts, and more. The responsibility of this position will grow as our finance department grows over the next two years.

This position will require some nationwide travel. The salary for this full-time, exempt role is competitive and commensurate with experience, with room for growth. TN50 offers competitive organizational benefits and unlimited PTO. Additional evening and weekend hours are occasionally required.

## **Qualifications**

Leadership and a growth, "can-do" mindset are the most important qualities of the next Finance Director. You must be able to quickly win the respect of other Senior Staff, our Board of Directors, our endorsed Leaders, and key partners. Our mission has never been more important, so you must be able to think outside the box, challenge conventional wisdom, and never tire of asking, "What about this idea?"

Ideally, the next Finance Director has at least five to seven years of experience in fundraising for Democratic campaigns or nonprofit organizations. Qualified applicants should have success in working with consultant teams, managing multiple direct reports, motivating staff and candidates, and writing and executing successful finance plans. The ability to develop finance plans should include developing and monitoring clear objectives and key results for call time, events, prospecting, and more.

Superior project management skills are a must to make sure fundraising strategies and tactics adapt and change with the fluid political dynamics throughout two-year election cycles.

## Job Responsibilities

### **1. Lead Financial Planning, Data Management, Prospecting, & Writing**

- Work closely with the TN50/ED to manage TN50's budgets and finances, and plan and execute TN50's Operational, PAC, and Bundling fundraising efforts
- Manage TN50's NGP database and ensure it is fully up to date at all times
- Proactively prospect, research, and solicit new donors to TN50 efforts
- Work with TN50/ED to write grant applications, donor proposals, and more

### **2. Launch, Manage, & Oversee TN50's Major Donor Program**

- Work with the TN50/ED to launch and execute TN50's Major Donor Program, which will primarily focus on raising operational funding for the organization
- Draft monthly or quarterly reports and communications for TN50 Major Donors and Board of Directors to provide updates on our progress

### **3. Lead TN50's Donor Circle Program and Drive Event Planning and Execution**

- Launch and oversee TN50's Donor Circle program in major cities across the U.S., and initiate, plan, and manage events to benefit TN50 in these cities
- Serve as primary lead and point of contact for all TN50 fundraising events

### **4. Support TN50 Endorsed Leader Fundraising Efforts and Bundle Additional Support**

- Provide support to our endorsed leaders with their fundraising efforts
- Work with TN50 staff and donors to bundle additional funds for our Leaders
- Assemble travel plans for endorsed leaders when they visit major U.S. cities

### **5. Drive and Grow TN50's Digital Fundraising Program**

- Work with TN50 staff to launch and expand TN50's digital fundraising program
- Create content for TN50 email, SMS, and social media campaigns

### **What We're Looking For**

- Dedication to TN50's mission and able to lead by example
- An enthusiasm for taking and delivering constructive feedback
- A practical, responsive, and highly engaged communication style
- The ability to support colleagues, endorsed Leaders, donors, and partners
- Strong convictions and courage to stand apart in high-stakes conversations
- The ability to stay calm in a high-pressure and fast-paced work environment
- Strong communication skills, including reading, writing, editing, and speaking

### **How to Apply**

Please email a cover letter, resume, list of at least two references, and a two- to four-page writing sample to Zach Wahls, at [zach.wahls@thenext50.us](mailto:zach.wahls@thenext50.us). References should include one person who was directly managed by the applicant and one person who managed the applicant. For questions, please contact Zach Wahls by email. **Consideration of applications will begin on Monday, 8/12/24 at 9:00 am CT and will be ongoing until the position is filled.** The Next 50 is an equal opportunity employer and employs without regard to race, color, religion, gender, sex (including pregnancy, gender identity, and sexual orientation), parental status, military service, age, national origin, marital status, economic status, or disability.