World Savvy is a leading national education nonprofit working to transform teaching, learning and culture in K-12 public education so all students can learn, work and thrive in our rapidly changing world as globally competent citizens. World Savvy is unique in the field for our systems change approach that holistically supports the integration of global competence into student learning, teacher training and capacity, and school and district leadership. We have offices in Minneapolis (largest) and an office in the San Francisco Bay Area. Learn more at www.worldsavvy.org.

Mission: World Savvy educates and engages youth to learn, work, and thrive as responsible global citizens.

Vision: As the leading provider of global competence education, World Savvy envisions a K-12 education system that prepares all students with the knowledge, skills, and dispositions for success and active engagement in the global community.

World Savvy is an ambitious organization with big ideas and tenacious growth goals. Our culture is one of optimism, authenticity, levity and learning. World Savvy is deeply committed to anti-racism, inclusion and equity in our programming and workplace. As we grow, we will intentionally build a team that reflects the ethnic, racial and cultural diversity of the students, educators and communities we serve. World Savvy seeks individuals who are black, indigenous and people of color to apply.

POSITION SUMMARY:

The Regional Executive Director – West (RED-W) reports to the Chief Executive Officer (CEO) and oversees the growth strategy which includes both earned and contributed income and fundraising. A peer to the Regional Executive Director - Midwest, the RED-W leads World Savvy’s flagship regional office, which launched in 2002. With oversight and support from a national team, the RED-W collaborates with peers and executives to drive organizational strategy, reach collective goals and build a values-based culture. The RED-W supervises the San Francisco-based Engagement Director and future regional hires. This position will advocate for the organization to prospective funders, schools and district partners, as well as be the external voice and face for World Savvy in the local community. The RED-W is expected to raise an annual budget that sustains regional operations and aligns with our 2035 Vision Plan for growth at or above 20% annually. This will include recruitment of schools and partners to drive our local earned income strategy, as well as development and fundraising responsibilities.

KEY RESPONSIBILITIES:

Leadership and Management

- Support and lead efforts to maintain a cohesive and values-aligned working culture that supports team members who are distributed and/or office-based.
- Be the external face and voice for World Savvy on local and statewide platforms. Raise awareness and motivate community members and educators to support World Savvy’s mission and vision.
- Oversee, mentor, guide and develop staff to include the Engagement Director (1 FTE) and future Bay Area hires.
- As an active member of the Senior Leadership Team, collaboratively contribute to developing organizational strategy, meeting shared goals and objectives, and fostering a values-based work culture.

Learn more: PBS | TEDx | Join the Movement
Earned and Contributed Revenue
- Provide collaborative support and leadership towards efforts to create a self-sustainable World Savvy Western region with priority focus on California Bay Area and the surrounding states, including Oregon, Washington, Nevada, Arizona, Utah, Idaho, New Mexico, Colorado, Wyoming, Montana, Hawaii and Alaska through earned income, institutional, and individual giving.
- Leverage, grow and sustain World Savvy’s existing relationships in philanthropy and education to grow the regional strategy.
- Collaboratively contribute to program recruitment efforts to meet organizational goals for regional program participation.
- Establish and maintain California-focused networks of educators and Western region of school/district administrators, and identify and leverage World Savvy champions in fundraising and partnership efforts.
- Deepen our fundraising capacity to ensure that World Savvy is recognized as an impactful part of the educational fabric of the Bay Area community and West Coast region.
- Brainstorm, develop and lead any local advisory and/or advocacy networks, or related entities, that will help guide and grow our regional presence.
- Develop, manage and track relevant financials for the regional office, including revenue projections and spending. Maintain and monitor budget.

External Engagement
- Oversee regional-based marketing and communication efforts; collaborate with and contribute to the national strategies.
- Oversee a regional engagement plan that includes location-based events, round tables, and convenings, and leverage virtual National events in the community.

OUR VALUES:
- We do the best work possible in service of our mission.
- We believe collaboration is essential.
- We see people as whole human beings.
- We intentionally grow and change.
- We lean into complexity when it’s called for.
- We believe big things are possible, whether that’s our mission or the project on the table.
- We notice and disrupt exclusionary patterns.
- We bring hope, joy, and a sense of aspiration into all that we do.

KEY REQUIREMENTS:
- Bachelor’s degree or equivalent professional experience.
- 10+ years of nonprofit fundraising and development experience, including experience writing grants and securing major individual gifts that significantly contributed to the growth of an organization.
- 5 or more years of demonstrated success in nonprofit leadership as an effective internal and external relationship-builder, fundraiser, budget manager, project leader, supervisor and colleague.
- Successful track record as the primary ambassador of an organization whose mission, values and/or culture aligns with those of World Savvy. Demonstrated commitment to social justice, global awareness, equity in education and the core principles of global competency.
- Strong interest and/or experience in the education sector or a related field; experience in K-12 public education is a plus.
- Entrepreneurial mindset, motivated by growth with a track record of setting and achieving revenue goals (earned and/or contributed income).
- Strong written and verbal communication skills; confident and effective speaker and presenter; clear and professional demeanor.
- Technology skills that meet today’s workforce demands (Microsoft Office, Google
Suite, Salesforce, video conferencing, Slack, Asana, etc.) including strong skills using virtual collaboration tools to track projects, solve problems and work with others across distances.

- Eager, self-sufficient and adaptable learning style.
- Embraces complexity, excels at navigating and leading change, transforms ambiguity into clarity, and thrives in a fast-paced, agile work environment.
- Values and seeks input from multiple perspectives, champions new ideas and encourages new ways of thinking.
- Solution-oriented approach, with excellent time management and organizational skills; strong project management skills and detail-orientation.
- Experience documenting fundraising work in a CRM (e.g., Salesforce.com).
- Valid driver’s license, access to a personal vehicle and the ability to self-sufficiently travel by car within the San Francisco Bay regional area.
- Ability to identify with, and/or extensive experience working within, the communities and populations World Savvy serves (>50% Black, Indigenous and People of Color).

**Schedule:** Full time, limited nights and weekends as required by program  
**Salary range:** $115,000-$125,000 based on experience  
**FSLA Status:** Exempt  
**Projected Start Date:** January 3, 2021  
**Application Deadline:** October 15, 2021  
**Location:** San Francisco, CA  
**Travel Requirements:** 25%

**APPLYING FOR THE POSITION:**  
Please apply online at https://worldsavvy.bamboohr.com/jobs/view.php?id=33. Please include a resume, and a cover letter explaining why you are interested in the job and why you believe your experiences and skills are a good fit for the position. If you have questions that would affect your interest in applying, please e-mail jobs@worldsavvy.org.

A note about World Savvy’s commitment to anti-racism and recruiting:  
In the past, we’ve used equity and inclusion language to express our social justice values and our intention to build a team that reflects the racial diversity of the students, educators and districts we serve. Like many organizations, we’ve recognized how passive and ineffective this has been at overcoming the effects of systemic racism that have impacted the workforce for generations. Many things need to change, including the dialogue we have with job seekers. To that end, we share the following:

Our commitment is that as we grow and intentionally build a team that reflects the ethnic, racial and cultural diversity of the students, educators and communities we serve. This population is currently 50% or more BIPOC. Recognizing the gap we have on our team, we’re seeking individuals who are Black, Indigenous and People of Color to apply. We believe these life experiences and perspectives are critical at the leadership level, in particular, to advance our global competence work. At its core, this work is about teaching students to practice empathy, appreciate cultural differences, consider multiple perspectives and collaboratively problem solve. In an increasingly divided world, the continued success of this work hinges on modeling this ourselves, continuously learning and growing.

In accordance with World Savvy’s duty to provide and maintain a workplace that is free from known hazards, its commitment to health and safety, and the concerns of its community, we are adopting a mandatory COVID-19 vaccination policy to safeguard the health of our employees and clients. This policy will comply with state and federal law, and is based on guidance from the Centers for Disease Control and Prevention (CDC) and local health authorities, as applicable and as updated from time to time. As an eligible state and federal contractor, World Savvy will comply with the COVID-19 vaccination requirement for all federal contractors and continue to follow the CDC guidance as it relates to vaccinations and booster shots, reasonable accommodations will be considered on a case by case basis. World Savvy will ask for proof of vaccination as a condition of employment.