DSG | Koya



The Education Fund
Executive Director

Miami, Florida

THE EDUCATION FUND
FOR EXCELLENCE IN MIAMI-DADE PUBLIC SCHOOLS

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About The Education Fund

The Education Fund works side-by-side with the private sector to promote and support quality public education for every child in Miami-Dade County Public Schools by providing teachers and students with the resources they need to be successful. Focusing on opportunities for innovation, impact, and investment, The Education Fund engages the entire community in making educational excellence a top priority.

The Education Fund has been supporting student success for 40 years. In that time, The Education Fund's results include: **$90 million** raised for public schools, **$29 million+** in free supplies for classrooms provided via a free supplies warehouse program, arts education supported through programming including **$1.1 million+ raised,** piloting a 'first-in-the-nation" Food Forest program with **73% of student improving math knowledge** and **65% increasing science** achievement, providing college & career support with a **34% increase in college enrollment** attained, and recruiting and placing **3,000+ business professionals** into the shoes of a teacher for a one-of-a-kind educational experience.

Learn more about The Education Fund, including our current programs, at www.educationfund.org.



About the Executive Director Opportunity

The Education Fund seeks an Executive Director who is passionate about supporting public education and who brings strong skills across fundraising, operations, and staff leadership. The Executive Director will play a pivotal role in driving our mission by providing leadership capacity across all aspects of the organization, including fundraising, operations and finance, programs, staff supervision, and board relations. As a key ambassador for our mission, the Executive Director will build relationships with current and prospective donors and interact with key individuals within Miami-Dade County Public Schools, leveraging excellent interpersonal skills. Internally, they will foster collaboration and a positive team culture, and they will draw on a systems-thinking ability to identify opportunities to strengthen organizational processes and policies.

The Executive Director will report to the President, collaborating closely to provide leadership across functional areas and teams. A successful Executive Director will become the successor

to the President, making this a unique leadership opportunity for an individual who is committed to building on the success and impact we have had over the last 40 years.

Key Responsibilities:



Organizational Strategy

- Collaborate with the Board of Directors and President on organizational strategy and governance
- Create new programs and enhance existing programs by working with the Program team

Fundraising & Partnership Building

- Provide leadership to the VP of Development on creating and executing fundraising strategies and campaigns, including donor identification, cultivation, solicitation, and stewardship activities
- Develop and maintain relationships with key constituents including district leaders, elected officials, and community leaders
- Close major gifts, grants, sponsorships, and other donations either individually or in partnership with other leaders
- Support the Development team by reviewing grant proposals and developing grant budgets
- Supervise communications and branding activities to raise visibility for The Education Fund and provide a win-win experience for donors

Operational Success & Continuous Improvement

- Drive the identification and implementation of tools, processes, and policies that support effective and efficient operations, such as AI tools (and an AI policy) that help the organization gain efficiency, a new purchase order system, a new CRM, and other improvements.
- Develop budgets, working with the President and with the Director of Accounting to oversee financial operations
- Communicate clear goals to staff, ensure effective practices for tracking progress, and leverage data to provide recommendations

Team and Culture Building

- Supervise and lead senior staff, ensuring successful outcomes in their respective functional areas
- Foster a positive organizational culture that fosters professional growth and ensures effective collaboration, a high degree of accountability, and ethical conduct

Candidate Profile

As a strong candidate for the Executive Director position, you will demonstrate many – though perhaps not all – of the following skills, experiences, and characteristics:

- You are an experienced nonprofit leader, with a minimum of 7 years of experience in a senior leadership role and demonstrated success in fundraising, program implementation, financial management, staff management and planning.
- You believe in the power of public education and are excited to represent our mission among a wide range of constituencies.
- You must have demonstrated success in fundraising, with experience personally raising at least $1 million/year through grants and other giving strategies and are motivated to build external relationships with a variety of donors and partners to support organizational growth.
- While fundraising is critical to the position, you also bring a knowledge of programming and can guide program development and deployment.
- Knowledge of the Miami-Dade/South Florida philanthropic community and Miami-Dade County Public Schools is preferred.
- You balance a solutions-oriented approach with strong listening skills, a belief in collaboration, and a high degree of emotional intelligence that allow you to bring others along with you.
- You demonstrate excellent communication skills. Prior experience supervising or directly leading communications, PR, and marketing efforts are considered a strong advantage.
- You are highly proficient in Microsoft Office and other technology/software programs and interested in implementing AI and other technologies to improve operational outcomes.
- You hold a Bachelor's degree; advanced degree a plus.





Location

The Executive Director must live in South Florida, ideally in Miami-Dade, and maintain a presence in our office, with flexibility for a hybrid schedule. Travel within the region and attendance at periodic events outside of standard work hours is required.

Compensation and Benefits

The Education Fund offers a competitive salary based experience, with opportunities for professional growth and advancement.

The Education Fund offers a benefits package that includes health insurance, retirement, and vacation/sick leave benefits.

Contact

DSG | Koya has been exclusively retained for this engagement, which is being led by Alicia Salerno. Submit a compelling cover letter and resume by filling out our Talent Profile. All inquiries are strictly confidential.

DSG | Koya is committed to providing reasonable accommodation to individuals living with disabilities. If you are a qualified individual living with a disability and need assistance expressing interest online, please email NPSIpractice@dsgo.com. If you are selected for an interview, you will receive additional information regarding how to request an accommodation for the interview process.

The Education Fund is an equal opportunity employer.

About DSG | Koya

DSG | Koya, a DSG Global company, is the nation's premier search firm dedicated to mission-driven leadership. Since its founding in 2004, DSG | Koya has had an exclusive focus on mission-driven clients and was founded on the belief that the right leader can transform an organization and have a deep and measurable impact on our world. DSG | Koya works with nonprofits & NGOs, responsible businesses, and social enterprises in local communities and around the world.

DSG Global is consistently recognized by Forbes on its top 10 list of "America's Best Executive Recruiting Firms" and is an industry leader in recruiting transformational leaders for a changing world. The firm is deliberately different in its approach, with best-in-class teams who have decades of experience in cultivating inclusive leaders, understanding the dimensions of diversity, and building equitable teams.

Learn more about DSG | Koya via the firm's website.