



UPLIFT YOGA FOUNDATION



OUR MISSION

Teens leading teens to awaken their Inner BFF, own their whole wellness, and create meaningful connection in the world.



OUR VALUES

Joy, Compassion,
Innovation



OUR VISION

A future in which teens have the tools to own their whole wellness -- mind, body & spirit.



About UPLIFT Yoga Foundation

UPLIFT Yoga Foundation is a 501c3 nonprofit organization based in Orange County, CA. UPLIFT serves teens via UPLIFT Teen Yoga, the first wellness network of its kind, led by a team of passionate mentors and teens certified in yoga and mindfulness practices.

As our youth struggles during the worst mental health crisis in our modern era, UPLIFT offers transformative in-person and online programs, including 8 week series, retreats, events, trainings, a teen ambassador program and a newly launched teen-led YouTube channel and podcast. What sets UPLIFT apart is a sense of real community and belonging that teens lack in today's fast paced and disconnected world.

In 2019, 13 percent of adolescents reported having a major depressive episode, a 60 percent increase from 2007. And suicide rates, which had been stable from 2000 to 2007 among this group, leaped nearly 60 percent by 2018.

It is an exciting time of rapid growth at UPLIFT Yoga Foundation. UPLIFT began with one research-based 8 week series and quickly grew into offering ongoing 8 week series, summer retreats, community partnerships with Boys & Girls Clubs and local charter schools, UPLIFT Yogassemblies at schools, and most notably, the first of its kind 200 hour yoga + mindfulness certification for teens. Certified UPLIFT Teen Teachers lead the way on UPLIFT's new YouTube channel and podcast and teach for UPLIFT series and events with the help of UPLIFT Mentors.

“This stuff works. I would go as far to say that UPLIFT cured my depression.” — Megan Buncher, 200 hour certified UPLIFT Teen Teacher

This is a pivotal time in UPLIFT Yoga Foundation's evolution, as it begins to partner with more schools and bring its transformative practices to the front lines of the mental health crisis that is plaguing our teens. UPLIFT helps teens awaken to their worth from the inside, rather than turning to external validation that the social media age perpetuates. The wellness practices and community that UPLIFT offers teens is lifelong and life-changing.

The Opportunity // Executive Director

The Board of Directors is seeking a visionary Executive Director who will lead a high-achieving, passionate team dedicated to building upon UPLIFT Teen Yoga's existing work and mission. After years of creating a stellar collection of programs and curriculum, UPLIFT is now poised to grow and scale its offerings to reach thousands of students each year in schools.

The next Executive Director will be a visionary leader, manager and fundraiser who will place a heavy emphasis on programmatic excellence and staff leadership to ensure that UPLIFT is delivering on its strategic plan. You should be an inspirational leader with a passion for UPLIFT's mission, a talented fundraiser, have a gift for impactful storytelling, possess a thoughtful and strategic mindset and embrace the spirit of entrepreneurship. You will work with an engaged Board of Directors, many of whom have been involved for years as both board members and long-term volunteers.

You will have a unique opportunity to pave the way for UPLIFT's future growth and success. You will work closely with the founder to implement vision and strategy for the future of this flourishing organization. You will lead fundraising efforts and the production of all fundraising collateral including an Annual Report, and collaborate with staff and mentors to tell stories of impact that drive appeal campaigns. The Executive Director will report directly to the Board of Directors, supervise two full-time and one

part-time staff members, partner with external consultants to achieve long-term goals, while also balancing the day-to-day needs of the organization.

In addition to operational, financial, and administrative duties, the scope of responsibility includes overseeing fund development, program management, marketing, community relations, strategic thinking and planning. The Executive Director will build, foster, and maintain a balanced organizational culture that combines the richness and relevance of program with the efficacy of best business practices, fiscal accountability and institutional impact.

Job Summary

What you will do:

- Organize stellar volunteer and staff teams. Lead, motivate, manage and develop staff to invoke passion about the mission and foster an environment committed to continuous improvement.
- Develop and manage the funding/revenue base while focusing on a comprehensive fund development plan that identifies prospects, donors and community partners.
- Manage the development and cultivation of a strong Board of Directors, together with the founder and staff.
- Provide leadership and engage board members in capital campaign fundraising and development.
- Build UPLIFT's presence in schools through relationships with schools, districts and teachers.

- Direct and oversee special events. As a main spokesperson for UPLIFT, along with the founder and key teen leaders, the ED will speak and provide relevant messaging at various events.
- Continue to raise the public profile of UPLIFT through being a visible visionary, influential leader and fundraiser in the community.
- Ensure that philanthropy and fund development are carried out in keeping with the organization's values, mission, vision and plans.
- Identify, recruit, train and develop a talented team of employees who can lead critical program functions.
- Continuously assess community needs, evaluating strategic partnership opportunities to promote programs uniquely suited to the mission.
- Oversee performance measures, monitor results, and help the Board of Directors evaluate the effectiveness of the organization's development program.
- Build and manage a robust major giving program for individuals and corporations.
- Provide general oversight of all of the organization's fund development activities, manage day-to-day operations, and monitor the adequacy of activities through coordination with the founder, staff and Board of Directors.
- Partner with the Board Chair in planning the agenda and materials for the Board meetings and the annual Board planning retreat.
- Assist the Board of Directors to determine accountabilities for board members and fundraising volunteers, and help evaluate performance regularly.

- Team with the finance department to assure sound fiscal operation of the development function including timely, accurate and comprehensive development of charitable contributions income and expense budgets, reporting, monitoring and implementation.
- Oversee programs, risk management and operational management.
- Oversee and manage development and writing of foundation, corporate, and/or government proposals and solicitation materials.
- Assure design and implementation of timely donor acknowledgments, stewardship and recognition.
- Ensure compliance with all relevant regulations and laws, maintain accountability standards to donors and ensure compliance with the code of ethical principles and standards of professional conduct for fundraising executives.
- Oversee and direct UPLIFT's social media presence and stakeholder communications.
- Execute all other reasonable duties as assigned by the founder and Board of Directors.
- Manage UPLIFT's YouTube and podcast strategy.

Qualifications & Skills:

- Passion for UPLIFT's mission.
- Entrepreneurial spirit, imagination, vision, leadership and integrity.
- 5-7 years of experience developing and executing fundraising strategies and programs in Orange County. Have a demonstrated expertise in fundraising best practices and standards.

- Broad-based knowledge and proven track record managing a wide range of development initiatives including annual campaigns, major donor relations, corporate partnerships, planned-giving, event fundraising, direct appeal solicitations and stewardship.
- Possess exceptional organizational and administrative skills. Able to manage and facilitate competing priorities. Excellent follow-through and attention to detail.
- Proven success and enthusiasm in cultivating and securing major gifts with the ability to personally solicit and close a gift.
- Existing relationships with schools and districts.
- Outstanding verbal and written communication skills; a confident public speaker and copywriter. A track record as an effective communicator skilled at writing proposals, solicitation letters, donor correspondence and others kinds of material to enhance fundraising.
- Knowledge of prospect research best practices. Experience with Donor Search preferred.
- Excellent knowledge of fiscal management, budgeting and cash flow management.
- A good listener and strategist. Comfortable receiving input from many sources. A solid interpersonal and communication skill set. The ability to work effectively with and gain the respect and support of staff, board members, potential donors and volunteers.
- A team builder with a track record of effective staff management, including hiring, rewarding, developing and retaining talented managers and administrative staff members.
- Collaborative and team-oriented. Demonstrated skills in coordinating and supporting the fundraising activities of staff, board and volunteers.

- Energetic, creative and resourceful with a positive attitude. A driven problem solver and strategic thinker.
- Experience in a wellness organization preferable.
- Proficient with Microsoft Office suite, video conferencing software (e.g. Zoom). Experience with Online Donation Platforms (Classy or similar) Wealth Screening tools (Donor Search) a plus.
- Bachelor's degree required; an advanced degree preferred.

Compensation:

- A competitive compensation package will be offered to attract an outstanding candidate.

Apply:

- Please send an email, cover letter and resume to info@upliftyogafoundation.org. We look forward to receiving your email!