

# S U C C E S S A C A D E M Y C H A R T E R S C H O O L S

Principal Gifts Lead  
Success Academy Charter Schools  
New York City, NY  
[successacademies.org](http://successacademies.org)

*Send Nominations or Cover Letter and Resume to:*

Christian Myers

Senior Consultant

(857) 305-8390

[CMyers@LindauerGlobal.com](mailto:CMyers@LindauerGlobal.com)

## ***The Opportunity:***

Over the past decade, Success Academy has reimagined public education, building a bold new approach to K–12 schooling.

Under the leadership of Founder and Chief Executive Officer Eva Moskowitz, the organization is at a pivotal and transformational moment in its accomplished history. Success Academy seeks a Principal Gifts Lead who will manage relationships with individual donors capable of making six-figure to eight-figure gifts to the organization. The ideal candidate will have genuine and unwavering passion for the scholars and shared values with Success Academy's dual mission.



## Overview

---

Success Academy Charter Schools (Success Academy) is redefining what's possible in public education. With 47 schools serving 20,000 students in Manhattan, Brooklyn, Queens, and the Bronx, Success Academy is delivering on its promises to provide the ladder for scholars to climb to fulfill their immeasurable potential. Success Academy empowers students to imagine a bright future and achieve it, delivering opportunity through an exceptional education, and speaks out against forces that stand in the way of every student attending to a top-notch public school.

Founded in 2006, Success Academy Charter Schools is the largest and highest-performing free, public charter school network in New York City. Admission is open to all New York State children, including those with special needs and English language learners. Students are admitted by a random lottery held each April. Success Academy operates 47 schools serving 20,000 students in Manhattan, Brooklyn, Queens, and the Bronx. Across the network, 78% of students are from low-income households; 8.5% are current and former English Language Learners, and 15% are current and former special needs students. About 53% of Success Academy students are black, 30% are Latino, 7% white, 5% Asian, and 5% multiracial or other.



Authorized by the State University of New York's Charter School Institute, Success Academy schools are able to operate with greater independence than zoned schools but are held strictly accountable to the state for student performance. Every five years, charter schools are subject to reviews that determine if a school continues to operate.

Success Academy valorizes thinking and believes in learning by doing. Scholars learn best when they are engaged—grappling with challenging problems and discussing rich, complex texts. Success Academy pairs this approach with high expectations and accountability, setting a rigorous bar for effort, thinking, and work and consistently investing scholars in doing their best.

## Results

Success Academy is the size of the state's sixth-largest school district, serving 20,000 students across 47 schools. Of 7,405 students taking exams in 2019, 99% passed math, with 86% scoring at the highest level of 4, and 90% passed ELA, with 41% scoring a 4.

The 2019 test results demonstrate that children across all demographics — racial and economic, as well as those who have IEPs, are English Language Learners, or are experiencing homelessness — can achieve outstanding academic [results](#). In all subgroups, Success Academy scholars outperformed their peers.

## ***Success Academy Education Institute***

The Success Academy teaching and learning model, now tested and scaled across nearly 50 campuses, has proved extraordinarily effective. With scholars admitted by random lottery from many of New York City's poorest neighborhoods, Success Academy schools have achieved the highest standing in New York state.

Now, through [Education Institute](#), Success Academy is providing open access to the broad architecture and singular components of the Success Academy model. Success Academy is sharing best practices, resources, and training with educators across the nation to help many more children gain access to great schools.



## **The Role**

---

The Advancement Department consists of several teams that are critical to fulfilling the Success Academy mission. This department leads the effort in securing and retaining critical philanthropic support, building, and retaining community of supporters, leading all activities pertaining to Success Academy Boards of Directors, and creating segmented communications and engagement opportunities and events for donors and prospective donors.

Success Academy is searching for an experienced advancement professional, with a proven track record in individual principal gift fundraising, to join its advancement team. This role is significant to the team's success and provides an extraordinary opportunity for the right person to join in setting a course for excellence and advancing professionally.

The Principal Gifts Lead will manage a pool of about 120 high-potential donors and prospective donors capable of making 6-8 figure gifts. This person will collaborate regularly with other members of the Advancement team to develop and implement cultivation, solicitation and stewardship strategies, work as a team to meet the annual fundraising goal and foster sustained philanthropic support from new and longstanding donors.

This individual will report to the Philanthropy and Special Projects Leader and foster productive working relationships with the CEO, Success Academy, and advancement leadership staff, as well as staff throughout the Success Academy enterprise.

## ***Responsibilities:***

- Manage a portfolio of up to 120 current and prospective donors.
- Contribute to moves management implementation, analysis, and continuous improvement.
- Work closely with executive leadership to advance philanthropy.

- Advise on strategy to broaden and diversity of Success Academy's base of high net-worth individuals and influencers.
- Develop and launch a Bequest Society and other opportunities for planned gifts.
- Work in partnership with the entire development team to accomplish department goals.

## **Qualifications:**

- Minimum 6-8 years of relevant experience in fundraising, primarily as a donor-facing fundraiser.
- Excellent oral and written communication skills.
- Exceptional project management and execution skills.
- Ability to work in a fast paced, fluid environment, independently and on a team.
- Working knowledge of Raiser's Edge (preferred).



*Success Academy is an equal opportunity employer and value diversity at the organization. Success Academy does not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status. Success Academy actively seeks applications from people of all backgrounds to strengthen the Success Academy community and the perspectives needed to flourish in a multicultural world. Success Academy offers a full benefits program and opportunities for professional growth. Learn more about Success Academy's philosophy, benefits, and team [here](#).*

## Leadership

---



**Eva Moskowitz**  
***Founder, Chief Executive Officer***

Eva Moskowitz founded Success Academy Charter Schools in 2006. Eva's experience as a teacher, college professor, elected official, Chair of the New York City Council's Education Committee and public school parent make her uniquely qualified to effectively lead the organization in establishing high-performing schools and pioneering for educational excellence. She holds a bachelor's degree from University of Pennsylvania, a Ph.D. in American history from Johns Hopkins University, and a Doctorate of Humane Letters from Tufts University.



**Paula Hunchar**  
***Executive, Advancement***

Paula Hunchar leads the high performing fundraising team at Success Academy, that has recently surpassed a \$250M campaign resulting in the launching of the ED Institute, the opening of new schools, creating a K-12 remote and in-classroom curriculum, opening the Robertson Center and fostering whole child development through athletics, arts, debate, and chess programs. Prior to joining Success Academy in 2013, Paula served as the Director of Regional Development at Princeton University during its \$1.8 billion campaign. She was previously the Executive Director of The Cancer Institute of New Jersey Foundation and has also held director-level positions at arts and social service organizations. Ms. Hunchar holds an MSW in social policy and planning from Fordham University, and a BS from the University of Connecticut.

## ***Background Checks:***

Prior to submitting your resume for this position, please read it over for accuracy. Lindauer does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

## **Procedure for Candidacy**

---

Nominations, applications, and inquiries are being accepted for the position. Consideration of candidates will continue until the position is filled. Candidates should submit, in confidence, a resume and cover letter. Communications, nominations, applications, and inquiries concerning this search should be directed to:

**Christian Myers, Senior Consultant at  
(857) 305-8390  
or send nominations or cover letter and resume to  
[CMyers@LindauerGlobal.com](mailto:CMyers@LindauerGlobal.com).  
All inquiries will be held in confidence.**



***Setting the Standard in Nonprofit Talent***  
[www.LindauerGlobal.com](http://www.LindauerGlobal.com)