



**Senior Director of National Partnerships
North Carolina Community Colleges Foundation
Position Announcement
July 27, 2026**

Salary: \$120,000 - \$130,000 plus benefits

To apply, please click [HERE](#).

Priority applications requested by August 19, 2026. Applications will be reviewed on a rolling basis and accepted until the position is filled.

The Opportunity

The [North Carolina Community Colleges Foundation](#) (Foundation) seeks a Senior Director of National Partnerships to take the national campaign and national partnership development efforts to the next level. The Foundation is strengthening its internal capacity to effectively fulfill its role as the supporting organization for the NC Community College System (System), which is governed by the State Board of Community Colleges (State Board), administered by the NC Community College System Office (System Office), supported by the Foundation, and fueled by the 58 community colleges and their 58 foundations. Together, the System serves 600,000 students and awards 60,000 credentials annually. This is a rare opportunity to participate in deeply meaningful work that changes lives and improves communities every day!

The Organization

[The Foundation](#) is a nonpartisan, nonprofit organization founded in 1986 to advance the mission of the System. Governed by a diverse Board of Directors, the Foundation currently has 26 Board Directors, including the State Board Chair; the interim System President; representatives from the NC associations for community college trustees, presidents, and foundations; and executives from influential state and national organizations such as the NC Chamber, the Lumina Foundation, the Gates Foundation. Over the last four years, the Foundation Board invested in its organizational capacity to deliver greater community, economic, and workforce development value for the System and state. Some highlights:

- In fiscal year 2023, the Foundation received a capacity-building report from the consulting firm, moss+ross, and hired its first full-time Executive Director.
- In fiscal year 2024, the Foundation set the three-year strategic direction for the organization with a focus on fundraising, driving awareness, and innovating as well as operating a high performing nonprofit organization.
- In fiscal year 2025, the Foundation hired CCS Fundraising as national campaign counsel, who conducted the campaign feasibility study and validated a \$75 million national campaign goal.
- In fiscal year 2026, the Foundation accelerated campaign activation with the development and implementation of several new national partnerships and reached more than \$61 million of the \$75 million goal (more than 80%-to-goal), and the Foundation distributed funding to all 58 colleges.

Going forward, the Foundation will continue to advance statewide priorities with private, national funders through the inaugural national campaign, called SOAR: the Campaign for North Carolina Community Colleges. SOAR is a multiyear venture that started on January 1, 2024 and is co-led by the State Board, System Office, and Foundation with the Foundation serving as managing director and CCS Fundraising as campaign counsel. In addition to fundraising through the national campaign, the Foundation is building its internal capacity, improving overall

marketing and communications, amplifying innovation, and setting the next three-year strategic plan.

The Partners

NC State Board of Community Colleges

[The State Board](#) is the policy-making arm of the System, overseeing budgets, capital projects, curricula, and more. The State Board is composed of 18 members, who are appointed by the NC General Assembly, and four ex-officio members, including the Lieutenant Governor, state Treasurer, Labor Commissioner, and the President of the North Carolina Comprehensive Community College Student Government Association (N4CSGA). Together, State Board members align our community colleges with the needs of students, businesses, and communities throughout North Carolina.

NC Community College System Office

[The System Office](#), under the leadership of the System President, plays a pivotal role in shaping the future of education and workforce development in the state. More than an administrative department, it's a hub of innovation, dedicated to not only complying with state law but also championing forward-thinking policies and solutions, providing unwavering support, and fervently advocating for the advancement of education at all levels. In this ever-evolving landscape of learning, the approximately 200 System Office employees are catalysts for change, driving the community college system to new heights of excellence and opportunity.

The Position and Responsibilities

The Senior Director of National Partnerships will report to the Executive Director and work closely with Foundation and System colleagues and consultants to develop national, private (not public) sector partnerships that advance the System's statewide priorities. This important position requires a strategic visionary in higher education partnership development, who is a talented advancement officer, superb project manager, and an excellent writer and communicator.

Strategic Visionary in Higher Education Partnership Development

- Serve as the Foundation's in-house community college reform expert who works in close alignment with the System. Maintain deep knowledge and understanding of the national community college reform movement, including the principles and practices that improve student graduation rates and accelerate labor market outcomes, and the factors that distinguish most exceptional community colleges and state systems nationally.
- Provide ongoing tracking and analysis of the needs and opportunities of the local community colleges in NC, the System's statewide strategic priorities, national funder

interests, and national workforce development trends, and use insights from the local, state, and national level to inform and guide continuous improvement to the Foundation's national partnership strategy and engagement plans.

- Develop and lead the Foundation's national partnership strategy and engagement plans, which will require strategic vision to connect the dots between the local, state, and national needs and opportunities, and diplomacy to build trust and alignment among diverse stakeholders across all levels. Determine the annual operations plan with measurable objectives and tactics, and related budget requests.
- Identify and participate in statewide and national convenings that drive awareness and funds for NC Community Colleges. Leverage these convenings to inform the Foundation's national partnership strategy and engage key stakeholders to build trust, increase awareness, foster collaboration, and develop resources for NC Community Colleges.

Talented Advancement Officer

- Serve as the Foundation's lead for identifying, vetting, and assessing national funding opportunities that are aligned with the System's statewide priorities; lead the collaborative process with the System experts and key stakeholders to develop the partnership concept and facilitate prospects through the donor journey.
- Demonstrate knowledge and experience in the art and science of fundraising, development, and advancement; comfort with the fundraising process, including solicitation (making the "ask"), and a passion for stewardship.
- Use financial models to determine, set, and achieve annual national partnership goals and national campaign revenue projections, and coordinate with the Executive Director to ensure accountability to the Board.

Superb Project Manager

- Serve as managing director of the national campaign, providing central command and control services for the campaign executive team (CET) and the workstream working groups, including setting agendas, conducting research, and preparing presentations and meeting materials for efficient and effective decision-making.
- Ensure clarity of roles and responsibilities among the Foundation, State Board, System Office, colleges, and other partners in the workstreams and partnership programs.
- Direct transparent, trust-building communications for strong alignment with the 58 colleges and ensure compliance with the Guiding Principles and Practices.
- Facilitate and support System Office and other subject matter experts in engagements with prospective funders, including coordinating schedules and preparing excellent briefing papers and talking points.
- Maintain and continuously update the campaign pipeline and leverage technology to monitor and track prospects through the donor journey, from early discovery and active cultivation to solicitation, gift commitment, and ongoing stewardship.
- Provide guidance to colleagues on the implementation of national partnership programs, the tracking of partnership outputs and outcomes, and the translation of partnership deliverables to impact for publications and reports to funders as appropriate.

- Prepare and deliver national campaign performance reports and presentations weekly to the Executive Director, monthly to the CET, and quarterly to the Foundation Board.

Excellent writer and communicator

- Serve as the lead writer for the Foundation's national partnerships, translating complex higher education reform policies and programs, and the NC Community Colleges competitive advantage, into clear and persuasive briefs, concept papers, presentations, talking points, proposals, and grant applications. Must coordinate closely with diverse subject matter experts and other relevant stakeholders in this process.
- Be an authentic, visible, well-informed, and persuasive advocate for the System, drawing on a thorough knowledge of the history, programs, milestones, and people who have contributed to the success as well as the System's goals and aspirations.
- Proactively engage System leaders, including the 58 colleges and their respective foundations, with open, transparent communication that earns trust and support.
- Provide input and guidance on the Foundation's strategic marketing and communications materials.

Other

- Have a growth mindset; continue to develop the emotional intelligence, tactical skills and experience, and overall disposition necessary to be a powerful and effective Senior Director of National Partnerships.
- Maintain and share current knowledge of best practices, trends, and innovations in philanthropy, post-secondary education, and workforce development.
- Contribute to a high performing team culture and lead in a way that releases positive energy and ensures that the team works hard, smart, and together.
- Support the active recruitment, training, and retention of staff and contractors as the organization grows in order to deliver on goals.
- Other duties as assigned.

Required Experience

Minimum Education

- Degree from a two-year community college or four-year college or university or equivalent; Advanced degree a plus.

Minimum Experience

- Personal commitment to the mission and vision of NC Community Colleges and a passion for the national community college reform movement, national partnership development, project management, marketing and communications, and fundraising.
- Knowledge of the national higher education philanthropic landscape and familiarity with the people and organizations at the local, state, and national level leading and influencing successful community college reforms.

- At least five years of higher education-related experience, ideally with community colleges at the local, state, and national level.
- A proven record of success in partnership development, ideally at the national level and leading the process and writing the proposals that culminated in seven and eight figure gifts and grants.
- At least five years of project management experience, ideally demonstrating a mastery of methodology and the application of the hard and soft skills necessary to successfully manage multiple projects and stakeholders simultaneously
- Ability to effectively and persuasively engage with a wide variety of individuals, including higher education practitioners and thought-leaders, business executives, government and elected officials, and philanthropists.
- Excellent written and oral communication skills, active and thoughtful listener, clear communicator, and engaging storyteller.
- Knowledge of and experience in fundraising, development, and advancement, and taking prospective funders through the donor journey, ideally validated with professional certifications such as CFRE, CGW.
- Comfort with and commitment to use technology, including Google Workspace, Bloomerang donor database and CRM, and other other tools to identify prospects, track performance, and report on progress, and use results to inform strategy, actions, and continuous improvement.

The Location

**The Foundation office is located in Raleigh, NC; the Senior Director role may be hybrid but the individual must be based in North Carolina; occasional statewide and national travel are required.*

North Carolina is ranked the top state for business and workforce development. The City of Raleigh is the capital of North Carolina, home to several colleges and universities and abundant arts, culture, and recreational opportunities. Fueled by an impressive mix of education, ingenuity, and collaboration, Raleigh and the surrounding “Research Triangle” region routinely rank among the nation’s best places to live, work, and play. Home to more than two million people, the Triangle area of Raleigh-Durham-Chapel Hill combined has attracted hundreds of companies to the region, helping to make it the largest research park in the United States. Perfectly positioned midway between the coast and the Appalachian Mountains, the Triangle offers residents a beautiful place to call home. And while the region continues to grow and offer a superior quality of life, the cost of living remains reasonable.

Equal Employment Opportunity

Commitment to Non-discrimination and Diversity: All candidates for the Senior Director of National Partnerships position will be treated equally without regard to race, color, religion, sexual orientation, national origin, age, disability, veteran's status, or marital status.

Salary and Benefits

To attract a strategic, visionary professional with strong management ability and outstanding fundraising skills, the Foundation is offering a comprehensive employment package with a strong base salary of \$120,000 - \$130,000 commensurate with experience and generous employee benefits, including medical, dental, and vision insurance with individual month premium coverage, 401k retirement plan with immediate 5% match, and paid vacation and holidays.

Apply Now

To Apply: Please submit a resume and a cover letter, with salary requirements, addressed to Katie Loois, Executive Director, by August 19, 2026, [by applying here](#). Priority applications requested by August 19, 2026. Applications will be reviewed on a rolling basis and accepted until the position is filled. The consulting firm of moss+ross is assisting the Foundation with this search.

Questions: ncccfsearch@mossandross.com

North Carolina Community Colleges Foundation
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<https://www.ncccommunitycolleges.edu/about-us/foundation/>