

## CONSULTANT OPPORTUNITY EXECUTIVE DIRECTOR - WASHINGTON, DC

The March on Washington Film Festival, dba March On Festival, is a national platform that brings together history, scholarship, and the performing and visual arts to tell a more accurate story about the pivotal events and heroes of the Civil Rights Movement. By linking those events to today's change movements, March On inspires a renewed passion for civic engagement.

March On was first established in 2013 as an independent, non-profit organization to commemorate the 50th anniversary of the March on Washington for Jobs and Freedom.

Although film is used as a primary medium to teach and connect at festivals nationwide, the Festival is a civil rights legacy project that provides much more than just a traditional film Festival experience. The Festival leverages equal parts film (documentary, narrative, feature and short); scholarship by academics, filmmakers, and civil rights activists; masterclasses with professional journalists, filmmakers, authors, and artists; and live performances by musicians, vocalists, choirs, dramatists, and dancers.

Please learn more about March On at [www.marchonfest.org](http://www.marchonfest.org).

### Scope of Work:

- Lead the year round strategic mission and vision of March On, in close collaboration with the organization's Artistic Director, its Board of Trustees, and a talented team of consultants
- Cultivate awareness and strategic partnerships with other entities including other arts organizations, educational institutions, academic/research entities, media entities, corporations, and other organizations whose mission, marketing or philanthropic interests may intersect with March On's; develop and manage programmatic initiatives that will advance March On's mission and contribute to its organizational sustainability.
- Work in conjunction with external consultants to build and lead a first-class fundraising operation for the festival
  - Research new income streams with an emphasis on corporate and private foundations and high net worth donors
  - Develop and maintain excellent relationships with a portfolio of donors, corporate partners and foundations, by providing personal stewardship through face-to-face meetings and regular communication
  - Prepare compelling high quality funding proposals that are strategically relevant and attractive to new and existing donors and partners. Manage the pipeline of March On's funding applications ensuring all internal and external needs are met on time
- Responsible for fiscal management that generally anticipates operating within the approved budget, ensures maximum resource utilization, and maintenance of the organization in a positive financial position.
- Serve as the liaison to the board of trustees, donors, corporate and foundation partnerships ensuring regular contact, updates and reporting.

# MARCH ON

525 9th St. NW, 7th Floor  
Washington, DC 20004  
marchonfest.org

- Manage governance functions, including coordinating and staffing Board meetings, co-creating agendas, developing materials and managing action items Serve as the liaison to the board of trustees, donors, corporate and foundation partnerships ensuring regular contact, updates and reporting.
- Maintain key vendor relationships, contracts and associated liabilities.

## Consultant Qualifications:

- Have a passion for advancing civil rights and social justice and have an affection for the arts.
- At least 5 years experience as an Executive Director of a non-profit or similar organization.
- Must be a self-starter and have a collaborative and relationship-building mindset.
- Ability to lead as a dynamic, professional, and poised ambassador of March On.
- Ability to thrive and manage shifting priorities under tight deadlines.
- Demonstrable project management skills across multiple assignments with many moving parts.
- Experience and proficiency in working with marketing and design software and donor database software, strongly preferred.
- Demonstrable track record in fundraising

Please apply [here](#).