



Director of Philanthropy

Remote position

The Alliance for Climate Education (ACE) exists to confront climate change as the most urgent crisis of our time, threatening the health of communities and ecosystems across the globe. ACE's mission is to educate young people on the science of climate change and empower them to take action. Since our founding in 2008, ACE has educated over 3 million youth, grown our action network to 300,000 members, tracked over 1 million climate actions, and registered and turned out tens of thousands of first-time climate voters.

ACE's Director of Philanthropy oversees the fundraising strategies, activities, and goals for a \$7 million program. In less than two years, ACE has grown from an organization of 12 staff to more than 30, with a budget that has more than doubled in the same time. The Director of Philanthropy works in strong partnership with the Executive Director, and Board of Directors, to build relationships and secure contributed resources to ensure ACE can continue on a pathway of growth. The Director of Philanthropy currently supervises the Deputy Director of Philanthropy and the Associate Director of Philanthropy, and will be asked to lead the expansion of this team with 1-2 additional teammates later this fiscal year, once on board.

JOB SUMMARY

The Director of Philanthropy works collaboratively to design, develop and implement ACE's fundraising program, raising funds and building critical relationships to educate, activate and organize young people to lead the climate justice movement through advocacy, campaigns and civic engagement. This position requires travel approximately 15% of the time (when safe).

The Director of Philanthropy will join a small, skilled Development Team with strong leadership, support and active fundraising led in partnership with the Executive Director. The Director of Philanthropy will work collaboratively across all ACE Teams, including ACE's Board of Directors, Digital Engagement and Campaigns Team, HR and OpeTeam, the Executive Team, and other emergent program teams.

This is a fully remote position that will require consistent, frequent communication and collaboration with a fully remote team.

Key Working Relationships:

Must have strong interpersonal and communications skills and demonstrate professionalism and warmth when interacting with:

- All Staff
- Board Members
- Donors (Major Donors, Institutional Donors, select Corporate Sponsors, and Grassroots Supporters)
- Young People



- Partners and other Stakeholders
- Vendors (Financial consultants, digital fundraising consultants, event-related vendors, and or other consultants as needed)

KEY RESPONSIBILITIES

- Serve on the executive team, working closely with the Executive Director on budgets, finances, and fundraising strategy, as well as foster an inclusive, collaborative culture.
- Oversee all aspects of ACE's fundraising program including, but not limited to: Board Giving; Major Gifts; Institutional Donors; Events Strategies; and Grassroots Supporters.
- Develop accurate revenue projections (multi-year, annual, and monthly) with achievable stretch goals, while also managing development-related expenses.
- Support the Executive Director to advance Board engagement in fundraising, including engaging leadership at Board meetings and supporting Board-driven fundraising activities.
- Supervise and build a high-functioning fundraising team including the Deputy Director of Philanthropy and Associate Director of Philanthropy, with a planned expansion to 1-2 more teammates within this fiscal year.
- Manage a large portfolio of major donors and institutional donors.
- Make direct solicitations and empower the Board and Staff with their solicitations, as well, providing strategic counsel and effective donor communications.
- Oversee systems to facilitate an impactful and stream-lined, customized-by-donor moves management program.
- Keep up-to-date on the overall activities of the team, identifying challenge areas and taking corrective actions.
- Perform other duties as assigned by the Executive Director.

QUALIFICATIONS

Required Qualifications:

- 10+ years experience in senior-level fundraising for environmental, climate, or youth nonprofit organizations and/or other political, advocacy or civic engagement-focused organizations.
- An energetic, driven, insatiable appetite for fundraising, prospecting new donors and funders, and growing the organization to its next level of excellence.
- Passion for ACE's mission and our work to engage young people in the climate justice movement and empower them to participate fully in our democracy, and a commitment to equity and justice.
- Experience working with a multiracial team with diverse identities and backgrounds.
- Exceptional skills and a track record of raising funds for an organization with at least a \$7 million annual budget.
- Experience developing and running major fundraising campaigns to secure 7-figure, and above, gifts.



- Exceptional ability to develop and manage revenue projections, and manage complex systems and projects, while keeping meticulous attention to detail.
- An uncanny ability to engage others in fundraising and thrive off of relationships.
- Excellent verbal and written communication skills and ability to communicate effectively to different audiences, especially with high net worth donors and their peers.
- Self-motivated to manage multiple projects with thoroughness, accuracy, timeliness, and professionalism.
- Ability to troubleshoot challenges with patience and creativity.
- Strong organizational and time management skills.

Desired Qualifications:

- Experience working remotely.
- Experience leading a development team through a period of rapid growth and expansion.
- Excellent technological skills, and fluency or ability to learn: Salesforce, Slack, Basecamp, all Microsoft Suite applications, Google Apps, and other relevant programs as necessary.
- Experience developing and managing successful fundraising events.
- Experience with digital fundraising.
- Experience growing a large grassroots donor base.
- Specific expertise in Major Gifts fundraising, especially major donor prospecting.
- Experience in applicable tax laws, rules and regulations for nonprofit fundraising, a solid understanding of nonprofit finance, and an understanding of the FASB revenue recognition standards.

POSITION DETAILS

- Schedule: Full-time position
- Salary Range: \$120,000-\$140,000 commensurate with experience
- Generous benefits including: Medical, Dental, Vision, 403b retirement savings plan, Vacation, Sick time, Floating Holidays, Community Service, Holidays and 12 observed holidays
- ACE is an equal opportunity employer that highly values staff diversity
- Anticipated start date: April 1st, 2020
- Application deadline: February 12th, 2021
- Location: Remote (May require occasional travel once it is safe)

APPLICATION GUIDELINES

Please apply by emailing your resume and cover letter, to careers@climateeducation.org, with the "Director of Philanthropy" subject line. All your information will be kept confidential according to EEOC guidelines.

ACE is an equal opportunity employer that highly values diversity, equity, and inclusion and views the climate crisis as a social justice crisis. People who identify as Black, Indigenous and



People of Color (BIPOC), people who experience gender oppression, people with disabilities, and people who identify as members of the LGBTQIA+ community are particularly encouraged to apply.