

Director of Philanthropy

Help Shape Algalita's Next Chapter

Location	Long Beach, CA Hybrid remote with significant in-person and community-based work
Position	Part-time, approximately 20 hours per week, with flexibility in how those hours are scheduled
Compensation	\$40/hour starting rate (approximately \$41,600 annualized at 20 hours/week)
Role Focus	Individual giving, major donors, corporate giving, sponsorships, and relationship building
Anticipated Start	January 2027
Application Timeline	Applications reviewed on a rolling basis; position remains open until the right candidate is identified

About Algalita

Algalita Marine Research and Education is a Long Beach-based nonprofit that brings people directly into environmental work. Through hands-on education, community science, youth leadership, and immersive experiences on and around the water, we give people opportunities to investigate environmental challenges for themselves, ask better questions, and become part of the solutions.

For over 30 years, Algalita has helped shape the global conversation around plastic pollution. Today, we're building on that legacy by connecting global environmental challenges to local places, real experiences, and communities of people who want to understand what's happening and do something about it.

About the Position

Algalita is entering an exciting period of growth, and we're looking for a Director of Philanthropy to help build the philanthropic support behind what comes next. With strong programs, deep community relationships, and a growing presence in Southern California, we're ready to expand our fundraising capacity and reach new supporters.

We see significant untapped potential in individual philanthropy, corporate giving, and sponsorships. Algalita already has a vibrant community of supporters, educators, students, families, volunteers, and partners, but historically our fundraising has focused primarily on foundation and institutional support.

Now we're looking for someone to turn that existing connection and goodwill into a stronger culture of philanthropy, building relationships with people and businesses who feel invested in Algalita and proud of what they help make possible.

A Few Things to Know About This Role

- **This is not a grant-writing position.** Our Executive Director leads Algalita's foundation and institutional fundraising. Your focus will be individual giving, major individual donors, corporate giving, sponsorships, and partnerships.

- **This is a new position.** You won't be inheriting an established program or playbook. You'll have meaningful autonomy to develop strategy, pursue opportunities, experiment with ideas, and help shape what this work becomes.
- **This is a relationship-building role.** We're interested in creating genuine connections between people and Algalita, not simply increasing the number of transactions.
- **This role is intentionally starting part-time.** This is Algalita's first position dedicated specifically to philanthropy, and we want to build this area of our work thoughtfully over time. We're comfortable with someone having other professional work alongside this role, as long as they have the flexibility and availability to be present for the relationships and opportunities that matter.

What You'll Do

- **Build Algalita's individual giving program.** Develop and implement a strategy to grow individual giving, engage our existing community, reconnect with past supporters, and cultivate new donors.
- **Develop relationships with major individual donors.** Identify prospective major donors, learn what matters to them, build authentic relationships over time, and make meaningful asks.
- **Build corporate giving and sponsorships.** Identify businesses that connect with Algalita's mission, develop sponsorship opportunities, build relationships with decision-makers, make asks, and turn one-time support into lasting partnerships.
- **Be part of the work.** Join field experiences, community events, youth programs, and other activities to experience Algalita firsthand. We want you to know the work, the people, and the impact personally so you can build genuine relationships with supporters and speak about Algalita from experience, not just a pitch.
- **Collaborate closely with our Engagement Director.** Share Algalita's story, develop donor and sponsor communications, and find creative ways to connect supporters more deeply with our work.
- **Bring people into Algalita's world.** Invite prospective supporters to our Learning Center, get them out on the water, introduce them to our students and community scientists, bring them to an event, meet them for coffee, or create an experience we haven't thought of yet.
- **Help build the philanthropy program.** Create simple, effective systems and processes for managing donor relationships, opportunities, asks, follow-ups, stewardship, campaigns, sponsorships, and other fundraising efforts so we can grow this work thoughtfully and sustainably.

Who We're Looking For

Our ideal candidate:

- Is genuinely excited about Algalita's mission and the opportunity to help grow its impact
- Is an exceptional relationship builder who genuinely enjoys people and is curious about what motivates them
- Understands how to cultivate donor relationships and move them toward meaningful financial support
- Knows how to listen for what matters to a donor and connect that to opportunities to give
- Is comfortable talking about money, discussing giving opportunities, and making direct asks
- Can make people excited about an idea, organization, or opportunity
- Has a proven track record of turning relationships and ideas into financial support, sponsorships, or partnerships
- Sees opportunities and has the initiative, creativity, and resourcefulness to pursue them
- Can work independently and create momentum without constant direction
- Has excellent judgment, follows through, and knows when to bring others into a relationship or conversation

- Enjoys getting out into the community and building relationships in person

No college degree is required. Relevant experience, demonstrated success, and a passion for our work are what matter most to us.

Compensation & Growth

Starting compensation is \$40/hour for approximately 20 hours per week, equivalent to approximately \$41,600 annually at 20 hours per week. The position offers flexibility in how hours are scheduled and is designed to grow as Algalita's philanthropy and partnership portfolio expands.

How to Apply

Learn more and apply at: <https://algalita.org/jointeam/>

Applications will be reviewed on a rolling basis. The position will remain open until the right candidate is identified. Anticipated start: January 2027.

Equal Opportunity & Belonging

It will take a diverse mix of thinkers, doers, and feelers to push forth long-lasting solutions to our environmental and social challenges. We deeply believe diversity and inclusion are the real grounds for creativity and positive change, and we're committed to delivering programs and creating teams that foster a sense of belonging for all.

Algalita provides equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, disability, genetic information, marital status, amnesty, or status as a covered veteran in accordance with applicable federal, state and local laws.