



Director of Member & Donor Partnerships; GRID Alternatives; Denver, CO or any GRID Alternatives office (see full description); Full-time

About GRID Alternatives:

GRID Alternatives is a national leader in making clean, affordable solar power and solar jobs accessible to low-income communities and communities of color. GRID is an entrepreneurial, high-growth non-profit organization that provides direct solar installation and project development; workforce training and service learning opportunities; and low-income solar policy advocacy.

Our vision: a transition to clean, renewable energy that includes and benefits everyone.

At GRID, we care about each other and know that each employee has a whole self that includes life outside of work. Our culture supports learning, growth and well-being of all of our team members.

Based in Oakland, California, GRID has 9 regional offices and affiliates serving all of California, Colorado, Washington D.C., Virginia, Maryland, and Delaware; GRID also works in Nicaragua, Mexico and Nepal. GRID has a dedicated staff of 350 and growing!

GRID Alternatives is looking for a **Director of Member & Donor Partnerships**.

Any Director/Manager at GRID Alternatives must be able to advance the organization's equity, inclusion, and diversity work and understand that this can only be achieved within a framework of social, economic, and environmental justice.

Join our national headquarters fundraising team and lead our efforts to increase philanthropic support from individuals and families. Our organization is well positioned to dramatically increase support from this sector in 2019 and beyond, thanks to rapidly growing interest from the funder community around the intersection of climate change and economic inequality, and our status as a rapidly growing national nonprofit organization with a unique "triple bottom line" value proposition.

This is a great opportunity for a talented frontline fundraiser looking for a leadership opportunity, especially in building a robust individual giving program that is focused on the member and donor experience.

Core Responsibilities:

Loyalty Giving

- Work directly with the Vice President of Philanthropy and regional fundraising leaders to spearhead efforts to raise unrestricted philanthropic resources from individuals and families, particularly with strategies that encourage and enhance monthly giving

- Oversee and lead the Membership Program both at HQ and in support of regional fundraising campaigns, including all marketing, benefits, and engagement strategies
- Manage a portfolio of individual giving programs and campaigns, including a spring and end-of-year appeal, one-off campaigns, online giving, and special events

Leadership Giving

- Establish and coordinate major donor strategies, both at HQ and for regional fundraising, setting ambitious goals that build on best practices for individual fundraising and strong interpersonal relationships
- Lead and support on major donor cultivation and solicitation events, such as cocktail parties, dinners, project tours, and our signature gala, Interconnection
- Establish regular moves management reviews with frontline fundraisers and executives
- Advise as needed on major donor fundraising strategies

Legacy Giving

- Create a planned giving program that sufficiently provides legacy giving resources and information with clear strategies, ambitious goals, and useful information
- Craft an online website presence and other collateral materials that provide clear information for prospective planned gifts
- Align planned giving strategies with other individual giving strategies for a donor-centric experience

Team Management

- Serve as a key member of GRID Alternatives' national fundraising leadership team, including developing long-term fund development strategies and related thought leadership efforts around the importance of low-income solar programs and policies
- Supervise a Philanthropy Assistant responsible for gift processing, stewardship, and administrative support, including executive assistance to the VP of Philanthropy
- Supervise a prospect research associate
- Promote a Culture of Philanthropy across the organization

Position Requirements:

- Passionate advocate for renewable energy, affordable housing, workforce development, and/or environment/environmental justice work
- 5-7 years of professional nonprofit fundraising experience, including a demonstrated track record of managing individual giving campaigns and strategies
- Demonstrated exceptional persuasive writing skills, including both grant writing and email communication
- Excellent organizational skills, follow-through, and attention to detail and deadlines
- Excellent collaboration skills, including the ability to coordinate and communicate effectively and efficiently with a variety of internal team members
- Solid computer productivity skills, including Microsoft Office and Google Apps
- Comfortable working as part of a team in an hard working, professionally collegial, high-growth organization

Preferred Qualifications

- Bachelor's degree or equivalent experience
- Specific experience with renewable energy, affordable housing, and/or environment/environmental justice work
- Experience with Salesforce.com

Office Location

This position can either be based out of any of GRID Alternatives' 9 regional offices across the country. In all cases, some travel will be required to meet with national funders and other GRID Alternatives team members across the country, although the amount of travel is flexible.

Compensation:

This is a full-time position, compensation commensurate with experience.

Benefits:

Medical, Dental, Vision/Eye Care insurance, 5 weeks paid time off (PTO), 12 paid holidays, Commuter Checks, 403B retirement plan, Employee Assistance Program (EAP), Flexible Spending Account (FSA), Health Savings Account (HSA), STD<D, and yearly Professional Development funds to further education up to \$600.

To Apply:

Submit both a resume and a cover letter describing your interest. [Apply online here.](#)

Due to the high volume of inquiries, mailed and emailed applications are not accepted. Please do not call and/or email requesting an update.

GRID Alternatives provides equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, sex, sexual orientation, national origin, age, disability or genetics.

Women, reentry individuals, and people of color are urged to apply.