



Greenhouse Scholars Associate: Colorado Relationship Management

**This position is currently open as of April 2021**

**Location: Boulder, CO**

### **About Greenhouse Scholars**

Greenhouse Scholars is a diverse community of leaders working together to ensure people of all backgrounds can live a life of their choosing.

Our vision is to create a community of leaders who will evolve the communities of the world. Our values are leadership, community, relentlessness, and accountability. We are a non-profit that operates more like a for-profit. We are change agents who are bold and innovative, optimistic and engaging, gritty and accountable, and builders of relationships and community. We are seeking a high-performing candidate to fill a critical role on our team.

### **About this role**

We are looking for a dynamic person to manage existing relationships and cultivate new ones with individual donors, corporate partners, foundations, mentors, volunteers, and alumni of our program. You will be responsible for building trust, customizing interactions, and growing these relationships to become increasingly meaningful, multi-faceted, and valuable to the organization.

This position is in our Boulder, Colorado office (with frequent meetings throughout the Denver metro area) and is not virtual or remote.

### **This job might be for you if...**

You enjoy seeking and developing outstanding leaders across industries and generations, building economic opportunity, and measuring ROI. You listen carefully, understand what people value, anticipate their preferences, and deliver. You are by nature a persuasive person with the ability to envision a solution, get others on board with your vision, and execute to achieve it. You seek out people from different backgrounds or divergent world-views, and you help them create meaningful connections with one another. You are a results-oriented relationship builder.

### **Responsibilities include:**

- Manage the organization's most important donor region with an ownership mentality and focus on solutions and results.
- Communicate about Greenhouse Scholars using stories, examples, and data that's consistent with our brand strategy and inspiring to each audience.
- Develop trust, confidence, and a strong rapport with 300+ individual and institutional donors, ensuring \$1M+ in annual contributions.
- Get the 'right contributors in the right seats' by presenting opportunities to engage that are customized and specific to the prospect's goals and values, that are a match with the organization's needs, that can be sustained for the long term, and that the organization can deliver on.
- Cultivate referrals from current supporters.
- Write, format, design, and edit proposals and reports that demonstrate our unique value in a professional and customized manner.

**Ideal candidate will:**

- Establish trust and build long-term, high-quality relationships.
- Be positive, engaging, and entrepreneurial.
- Demonstrate excellent communication, presentation, and follow-up skills.
- Have exceptional attention to detail, especially regarding written proposals and reports.
- Experience with fundraising, capital campaigns, corporate sponsorship, sales, and/or grant proposals is preferred.
- Salesforce fluency is a plus.
- Have 10+ years of work experience.
- A bachelor's degree from a four-year college or university is mandatory.

**Compensation**

\$60,000 – \$90,000 depending on experience

**Benefits**

In addition to being part of a motivated and accomplished team, Greenhouse Scholars offers:

- Medical, dental, and vision coverage
- Paid time off
- Paid holidays
- Parental leave
- Bereavement for immediate family
- 401(k) with company match

**To Apply:**

Click here to [apply online](#).