

## Director of Philanthropic Partnerships

Grassroots International seeks a Director of Philanthropic Partnerships to manage, expand and inspire our diverse fundraising program. The DPP develops an overall fundraising strategy and coordinates implementation to meet the organization's needs and long term sustainability, and serves on the Senior Management Team. The DPP reports directly to the Executive Director and supervises a staff of five. The full-time position is based in Boston, MA

Grassroots International connects people in the US with global movements that defend land, territory, water, food, seeds and the earth. Together we address the root causes of injustice and oppression, and build alternatives that nurture human rights, ecological justice, and liberation. We do this through grantmaking, social action, and philanthropic leadership. As a public foundation, Grassroots International raises its budget annually.

### **Leadership & Management**

1. As a member of the senior management team (SMT), collaboratively develop and maintain a healthy and vibrant culture of collaboration, creativity, work ethic, mutual caring and highest standards of work.
2. Supervise, mentor and inspire development staff to do their best and constantly learn and improve.
3. As part of the SMT, participate in the annual planning and budget forecasting and development to reflect GRI's capacity, goals and mission; manage the development and communications budget.
4. Represent GRI in leadership roles in external alliances, in public speaking, and attending events and meetings as needed.
5. Lead short-, medium- and long-term planning for the development department, in coordination with overall organizational priorities.

### **Development Responsibilities**

1. Work in partnership with staff to create and implement a diversified fundraising plan that meets the annual budgetary needs of the organization as well as strengthens the foundation for long-term sustainability. This includes institutions and foundations, major donors, individual donors, planned gifts and a variety of donor organizing opportunities.
2. Create a calendar of fundraising activities and develop strategies to meet deadlines. These include but are not limited to events, solicitations, proposals, meetings and philanthropic conferences.
3. Create and maintain an efficient system for the collection of internal information, such as program descriptions, budgets, etc, and other information necessary to submit proposals and solicitations in a timely manner.
4. Write, edit and compile fundraising related information such as proposals, solicitations and invitations.

5. Develop and oversee a planned giving program , an institutional portfolio, a major donor program, and a general donor program that are based on accessible systems which can detail the approach and activity as well as the impact and effectiveness within each of these elements of the overall development plan.
6. Oversee systems of data entry, gift acknowledgment, moves management, and volunteer management with respect to fundraising opportunities.
7. Together with the ED, help staff the Board Fundraising Committee and support board members to effectively engage in fundraising work.
8. Manage a significant portfolio of high-end donors, as part of the overall organizational major donor program.
9. Advance Grassroots International's model of Solidarity Philanthropy in foundation and individual donor networks
10. Supervise development team staff and consultants.
11. Perform additional tasks as called upon by the Executive Director.

#### **Qualifications/Knowledge/Skills and Capacity**

1. A commitment to the mission of GRI.
2. Five-plus years development experience preferred, with success in individual and foundation fundraising.
3. Ability to build strong long term relationships with donors and prospects.
4. The ability to work as part of a team in a mission-driven and diverse organization, and be an effective supervisor, including a high level of self-organization with close attention to detail.
5. The capacity for the flexibility and resourcefulness needed to effectively operate within a small non profit organization.
6. Demonstrated understanding and the ability to communicate understanding of program matters central to the GRI mission to internal and external audiences; including geopolitical issues and human rights challenges.
7. Excellent oral and written communication skills including the capacity to write clear and compelling development and communications material and speak publicly on program themes, and utilize marketing tools.
8. Experience in managing financial information, budgets and forecasts.

**Compensation:** Full-time position; starting salary \$66,000 - \$83,000; excellent benefits, including health, dental, disability, paid vacation.

**To Apply:** Send resume and a cover letter detailing interest and relevant experience to: DPP2020@grassrootsonline.org with **DPP and YOUR NAME** in the subject line or mail to: Grassroots International, attn: SCC Search Committee, 179 Boylston St, Jamaica Plain, MA 02130. No phone calls please. Email applications preferred. Position open until filled.

*Grassroots International is an equal opportunity employer, committed to fostering a work environment characterized by dignity and respect. Our workforce is diverse and reflects the communities we serve. Women, gender nonconforming people, and people of color are strongly encouraged to apply.*

*Authorization to work in the United States is required.*