

# Philanthropic Partnerships Director

## About EDGE:

EDGE Funders Alliance (“Engaged Donors for Global Equity”) is a global community of around 400 donors, foundation officers, trustees, and philanthropic advisors who live in more than 20 countries and are passionately engaged in local, national, and international grantmaking within 120 diverse institutions that have differing priorities and strategies, but a shared belief that equity and justice are critical to furthering sustainable, global wellbeing. EDGE works to build community among individuals and organizations that are organizing within philanthropy to deepen the sector’s understanding of the interconnected nature of the social, economic, and ecological crises threatening our common future and enables them to take action together to shift funding practice towards accountable relationships and systemic change. EDGE also builds solidarity and accompanies social movements working on systemic alternatives around the world.

EDGE is a 501(c)(3) organization with an annual budget of \$1 million. It operates fully remotely with three full-time staff. As a small team, EDGE has a culture that emphasizes collaboration, trust, collective care, learning, shared power, and mutual accountability — and seeks to continue to embed its values into its emerging infrastructure.

## Role Overview:

EDGE is looking for a Philanthropic Partnership Director, to lead its fundraising efforts and to support its governance restructuring process.

The Philanthropic Partnership Director will play an important role in supporting EDGE’s mission through fundraising efforts. Strong candidates will be self-starters who have excellent communication skills and the ability to multitask. We're interested in hiring a dynamic, innovative individual with a proven track record of fostering strong donor relationships. Fundraising results are expected in 18 months. As a small organization, our team works collaboratively to achieve our goals, and the Philanthropic Partnership Director will have the opportunity to collaborate on strategic planning, program creation, and budgeting processes.

For at least the first 12 months, this role will also include supporting the process of collaboratively transforming EDGE’s organizational structure & governance. This will entail coordinating and supporting a members-led working group to create a structure and governance that’s more aligned with EDGE’s values and mission. As a membership-based organization, much of EDGE’s funding comes from our members. So, the Director of Philanthropic Partnerships has an important role to play in building relationships with our members and helping to structure the organization in ways that empower, engage, and support our members.

The main responsibilities of this role, to happen simultaneously, are:

### ***Resource Development (75%)***

- Lead the development and implementation of a fundraising strategy
- Have an outward-facing role to build, strengthen, and maintain good relationships with funders and develop and liaise with key partners and major donors, in close cooperation with other staff members
- Liaise with other staff members on grant reports and communications with grantors
- Develop fundraising materials and donor communications
- Provide input and deliver strategies to create a major gift program
- Prepare Board Fundraising reports & communications

## **Restructuring Process (25%)**

- Member Working Group Coordination: Coordinate and support a members' working group (made up of staff, board, and other members) that's responsible for proposing and shaping the new structure and governance.
- Collaborative Engagement: Work closely with members and staff to gather input and insights on the desired changes and ensure that the restructuring is a collaborative effort.
- Reporting and Accountability: Provide updates to the board of directors and membership on the progress of the restructuring and its impact on the organization.
- Communication and Transparency: Maintain open and transparent communication with the membership and stakeholders to keep them informed about the progress of the restructuring.

## **Qualifications, Skills & Experience**

We are looking for candidates with a proven track record of successfully raising funds for nonprofit organizations. The following skills or experience are what we will be looking for. Please know that we don't expect you to have all these skills, and we welcome candidates who may bring a strong combination of the qualifications listed below.

- Strong knowledge of fundraising strategies and best practices.
- Experience developing fundraising materials, annual reports, and other donor communications.
- Excellent communication skills, both written and verbal, for donor communications, grant applications, and internal reporting.
- Ability to articulate the organization's mission and goals effectively to potential donors and partners.
- Ability to hold, curate, and facilitate collaborative spaces
- Strong interpersonal skills to build and maintain relationships with funders, major donors, board members, and members.
- Ability to work collaboratively and foster a team-oriented approach within the organization.
- Willingness to adapt to changing circumstances and to bring innovative solutions to the table
- Clear commitment to EDGE values of social justice, equity, sustainability, and anti-oppression.
- Experience working with global remote teams and organizations across cultures and time zones.

**Role type:** Full-time

## **Salary & Benefits:**

- USD \$95,000 - \$105,000 annual salary range plus a prorated bonus of one month's salary payable at the end of each Fiscal Year
- 10% monthly retirement contribution
- 15 days of paid vacation leave, accrued the first year. (20 days accrued for year two, 25 days for years three through six, and 30 days for years 7+)
- Yearly benefits allotment of up to \$6,000 USD gross (pre-tax) dollars for Health and Medical Expenses (upon submission of policies/receipts) plus \$2,000 USD gross (pre-tax) of a Wellness and Family Support benefit, prorated to the first day of employment for the first calendar year
- Paid time off on public holidays
- 15 days of paid sick leave per fiscal year, accrued monthly
- 5 personal days per year prorated for each full calendar month

**Location:** Remote, worldwide. Please know that the current team works in US Coastal Time and European Central Time, and some overlap throughout the day with these two time zones is required.

**Travel:** This role will involve frequent travel. The final schedule will be decided with the staff.

EDGE Funders Alliance is an equal-opportunity employer. We are committed to providing an inclusive and welcoming environment for all members of our staff. EDGE Funders Alliance does not and shall not discriminate on the basis of race, color, religion (creed), gender, gender expression, age, national origin (ancestry), disability, marital status, sexual orientation, or military status in any of its activities or operations. We are committed to providing an inclusive and welcoming environment for all members of our staff, clients, volunteers, subcontractors, vendors, and clients.

**Deadline to apply:** January 14, 2024

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