



Director of Strategic Investments

About Power of Place Learning Communities: Power of Place builds regional learning networks by offering unique professional learning experiences to help educators from neighboring communities develop the cultures, mindsets, pedagogies, and practices necessary to support the success of all learners, particularly those who have been historically marginalized. Everything we do is grounded in our adaptive, relational model, and is aligned with the science of learning and development. We seek to increase the organization's footprint in Massachusetts and beyond. For more information about the organization, please see <http://www.powerofplacelc.org>.

If you are interested in working in an ambitious and supportive organization that is committed to educators who are passionate about learning and leading across difference, please send your cover letter and resume to Allyson Corey, at acorey@powerofplacelc.org.

Position Overview: The Director of Strategic Investments will work in partnership with the Founder, Executive Director, leadership team and Board of Directors to secure strategic philanthropic investments that align with the organization's mission and vision. This half-time (50%) role is vital for building relationships with national, regional, and local donors—including foundations, corporations, and individual philanthropists—to grow Power of Place Learning Communities' financial resources and expand its potential for growth and impact. The Director will play a key role in increasing revenue by soliciting institutional gifts and major donations while diversifying the organization's donor base.

Core Responsibilities:

The Director of Strategic Investments will work in close collaboration with the Executive Director to raise the philanthropic and grant funding necessary to support and expand Power of Place Learning Communities. Responsibilities will include:

- **Build and manage a portfolio of donors.** Expand existing relationships with donors; cultivate and secure investments from new donors - including annual, major, and multi-year contributions - to support the organization's mission and programming.
- **Lead fundraising efforts.** Develop and manage major gift campaigns, corporate partnerships, foundation relations, and planned giving opportunities.
- **Lead donor recognition.** Oversee stewardship programs, ensuring donors are appreciated and recognized appropriately. Develop strategies for non-gala events to cultivate relationships and achieve development goals.

- **Leverage existing networks.** Work alongside the Executive Director, Staff, and Board of Directors to leverage their networks, build new partnerships and secure additional funding.
- **Monitor and report on progress:** Help establish key performance indicators (KPIs) to measure the continued development efforts. Regularly report on progress to the Founder & Executive Director and Board, providing insights and recommendations for improvement.
- **Advise on organizational goals.** Contribute to the senior management team by providing strategic fundraising guidance in relation to the organization's broader goals and strategic plan.
- **Support internal operations.** Build appropriate management systems and procedures to support the fundraising and development operations.

Required Skills and Experience:

- Bachelor's degree required.
- 7+ years of experience in nonprofit fundraising, with a proven track record of managing relationships with multiple donor sources.
- Experience working with development systems, fundraising software, donor databases and managing budgets and staff.
- Demonstrated success in securing significant donations from individuals, foundations, and corporations.
- Strong communication skills, both written and verbal, with the ability to craft proposals and donor materials that effectively convey the organization's mission.
- Ability to work well with diverse constituencies, including board members, staff, donors, and community leaders.
- Solid understanding of nonprofit financial management and best practices.
- Passion for Power of Place's mission and commitment to diversity, equity, inclusion, and social justice.

At Power of Place we welcome candidates who embrace and exemplify our leadership style and approach to professional growth and development. We seek candidates who are:

- **Inclusive:** You lead with a "power with" approach, valuing collaboration and shared decision-making. You have a proven ability to manage multiple projects, ensuring tasks are completed efficiently and effectively.
- **Relationship builders:** You excel at developing and maintaining strong, collaborative relationships with a wide range of stakeholders, finding common ground even when interests diverge.
- **Results-driven:** You set ambitious goals and achieve them by thinking ahead, anticipating obstacles, and creating pragmatic solutions. You engage stakeholders appropriately and ensure projects stay on track.
- **Strategic thinkers:** You keep the organization's mission and long-term goals in focus while defining priorities and setting fundraising goals.

- **Innovative and entrepreneurial:** You aren't afraid to experiment, bringing fresh ideas and a willingness to learn from successes and failures. You embrace new perspectives and think creatively about ways to drive development efforts.
- **Team Players:** You understand the value of your colleagues and the importance of creating a supportive team environment. You share ideas, offer help, and welcome feedback, fostering an atmosphere of generosity and respect.
- **Lifelong learners with a positive attitude and a sense of humor:** You take your work seriously, but not yourself. You can laugh at mistakes and use them as learning opportunities while maintaining a positive outlook.

Salary and Benefits

Compensation for this part-time (approximately 20 hours/week) position is commensurate with experience. We have a small office in Burlington, MA, but the team primarily works remotely in home offices and in the field. The Director of Strategic Investments must be based in the Greater Boston area.

Power of Place is an Equal Opportunity Employer:

At Power of Place, we are committed to creating a culture of inclusion and accountability. We honor the wisdom, insights, perspectives, and experiences of diverse viewpoints and we recognize the many critical voices that have been underrepresented in American society. We welcome applications from people of diverse religious, spiritual, and cultural backgrounds. We are an equal opportunity employer and recruit, hire, train, promote, compensate, and administer all personnel actions without regard to race, color, religion, sex, gender, gender identity, gender expression, sexual orientation, national origin, culture, age, creed, disability, ancestry, medical condition, marital status, military or veteran status, citizenship status, or any other protected status.