



# Director of Philanthropy

Charlottesville, VA or Remote





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# THE OPPORTUNITY

**The Director of Philanthropy is a newly created position responsible for planning and implementing a comprehensive fundraising strategy for Generation180.**

The Director of Philanthropy will be joining the organization at a critical moment in the organization's evolution as we scale our work across the country. A seasoned fundraising professional, the Director of Philanthropy reports to the Executive Director, serves as a member of the Leadership team and helps set organizational strategy.

The Director has the opportunity to bring their energy and experience to an entrepreneurial nonprofit focused on making an impact. They will attract and deepen engagement with donors to build support that is aligned with the organization's strategic goals. Generation180 is determined to make change now, and the Director will bolster this effort by strategically pursuing high-dollar donations from all constituents, with a focus on high-net-worth individuals, in order to quickly deploy its programs nationwide. In the near term, the Director will lead efforts to expand and diversify Generation180's donor base while mapping out long-term fundraising strategy.

## **Responsibilities include:**

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### **Organizational Leadership**

- Serve as a member of Generation180's senior leadership team, contributing to strategic planning, growth, and direction of the organization.
- Establish a vision for fundraising that aligns advancement strategy with Generation180's strategic plan.
- Engage, educate, mentor, and support advisors and senior leadership in fundraising efforts.





# THE OPPORTUNITY

## Philanthropic Program

- Design, lead and implement a sustainable development strategy encompassing multiple channels, including from individuals, private foundations, and corporate foundations.
- Build and nurture relationships with donors and sponsors who are crucial to the success of Generation180 and its programs.
- Personally engage major gift prospects and donors.
- With the leadership and communications teams, design a marketing strategy for a variety of audiences, including the development of donor cultivation and solicitation materials.
- Work with the Executive Director to develop and implement a plan to increase opportunities for major donor identification and cultivation.
- Lead the development of a comprehensive prospecting and management system for individual high-net-worth donors.
- Identify and pursue opportunities to grow strategic foundation and corporate support through program sponsorships and other potential partnerships.
- Lead the philanthropy team and help to guide, mentor, and support the program and leadership team's capacity toward a collaborative and effective fundraising culture.
- Ensure the integrity and confidentiality of all donor and financial data critical to the execution of all external relations and fundraising streams.
- Travel, as necessary, to related events and activities at national, state and regional levels.

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# THE CANDIDATE



**Generation180 seeks an energetic, outward-facing and hands-on fundraising professional who shares a passion for the mission combined with a determination to help make a significant impact in a relatively short time frame.**

The ideal Director of Philanthropy will be a highly strategic leader that will be able to successfully deliver on growing philanthropy for Generation180. They will be a dynamic, results-driven professional with a superior work ethic and creative ideas. This person will have experience growing a dynamic team from the ground up and will be excited by the prospect of discovering new ways to engage with and build donor relationships. The successful candidate will have a record of building trusting partnerships with executive leaders and trustees; of being a respected, compelling, and dependable representative to constituents and stakeholders; and of being a supportive and knowledgeable guide to staff.

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## Leadership Style

- Capacity to build warm, authentic connections with people of diverse backgrounds.
- Balanced leadership style that can cultivate room for careful deliberation and rally others to action.
- Team sensibility that welcomes collaborations and contributions and shares credit widely.
- A strong commitment to diversity, inclusivity, equity, and justice.
- A good sense of humor, patience, and open-mindedness in working with others.
- Comfortable in a fast-paced environment.
- Highest level of personal and professional integrity and quality standards.



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# THE CANDIDATE



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## Skills and Accomplishments

- Demonstrated knowledge of principles and best practices of contemporary non-profit fundraising.
- Proven ability to develop strategies that expand a donor base and increase revenue, with a particular focus on high-net-worth individual donors.
- Track record of working with all constituencies to secure high-level gifts, with an emphasis on building and maintaining relationships with individual donors.
- Ability to engage senior leaders and volunteers in the fundraising process.
- Demonstrated record of excellent and persuasive verbal and written communication skills, including strong listening skills, and sensitivity to interpersonal dynamics.
- Curiosity and comfort with nuance and complexity.

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## Background

- At least 10 years of progressively responsible experience in non-profit revenue generation.
- Proven track record of creating and executing fundraising strategies, with success in soliciting and closing 6 and 7-figure gifts from individuals, foundations, and corporations.
- Commitment to Generation180's vision, mission, goals, and culture; a strong desire to exponentially increase the impact of Generation180's work nationally, and a drive to join an organization advocating for successful outcomes in clean energy.
- Bachelor's degree is required.

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# CULTURE AND COMPENSATION

## Organizational Culture

Generation180 is a very team-oriented venture start-up. Gen180 employees enjoy a positive, fun and collaborative work environment and have the opportunity to make significant impact on the planning, execution and growth of the organization. Gen180 staff have regular social events together (virtual and in-person), including staff retreats. We encourage work-life balance and allow staff to flex hours during the week. We welcome diversity.

## Compensation & Benefits

\$120,000 - \$150,000 Compensation is based on experience. Generation180 has a very competitive benefits package, with 20 days of vacation, 10 paid holidays, paid sick leave, parental leave, childcare subsidies, EV benefits, flexible telecommuting plans and remote work, and a strong medical, vision and dental plan.



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# CONTACT

**Questions, resumes, and CVs should be sent to [search@driconsulting.com](mailto:search@driconsulting.com)**

*Generation180 is an Equal Opportunity Employer and is seeking a diverse slate of candidates for formal consideration. Applicants with unique experiences and perspectives, including women, people of color and LGBTQ individuals are encouraged to apply.*

[www.generation180.org](http://www.generation180.org)

## DRi

Development Resources, inc.

**Development Resources, inc is leading this search on behalf of Generation180. All first-round interviews for this position will take place via video chat with Development Resources, inc.**

DRi is an executive search and development consulting firm that recruits senior leaders and works with them to build talented teams, create bold strategic plans, and design powerful fundraising programs.

[www.driconsulting.com](http://www.driconsulting.com)