



New Economics for Women®

FUND DEVELOPMENT DIRECTOR

Reports to: Executive Director	Pay: TBD	Employees to be supervised: TBD Employees
		Status: Salary –Exempt
Location: Los Angeles, CA 90017		Work Hours: Monday – Friday 40 hours/ week, some evenings and weekends required

At NEW, we believe that Poverty is a monster destroying hope and prosperity in the lives of low income communities and their families. Using NEW’s transformative approach we connect people, communities, and families to their own sense of power and economic mobility. We implement a holistic approach in all we do by addressing families' basic needs, such as finding a stable and safe place to live, to supporting ambitious plans such as purchasing a home or starting a business.

At NEW we respect and honor all families, communities and cultures. We encourage innovation and “thinking outside the box”. We expect all employees to connect, create, and celebrate by being authentic, bold, engaged and transformational.

Position Summary:

The Director of Fund Development reports to the Executive Director, and in collaboration with the Executive Director and the Board of Directors is responsible for developing and implementing an effective plan and strategies for successful grant seeking and corporate fundraising. The Director will cultivate and steward relationships with sponsors, foundations, corporations and government entities based on NEW’s mindset and strategic plan. This includes leveraging key relationships and contacts within and outside NEW’s network to ensure meeting fundraising goals.

Duties and Responsibilities:

- Identify and research prospective corporate and foundation partners based on NEW’s strategic funding priorities
- Lead cultivation of new corporate partners with the potential to generate significant revenue, marketing exposure and other benefits for NEW
- Lead development and roll out of innovative, large scale revenue platforms for engaging multiple sectors and companies
- Report to the Executive Director all new grant opportunities and partnership propositions, presentations, agreement terms, etc.
- Prepare proposals for the Executive Director’s review and approval
- Ensure compliance and fulfillment of corporate and foundation grant terms and any reporting activity to the corporation
- Assume overall relationship management responsibility for existing partners
- Secure and manage external agencies and resources as needed
- Ensure execution of recognition related to corporate partner commitments
- Provide reporting on corporate development activity on a regular basis
- Represent NEW at internal and external events and meetings
- Demonstrate a commitment to NEW and adhere to NEW’s values and brand standards and policies when engaging with potential and existing partners, press and other media



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Qualifications and Experience:

- Bachelor's degree required; Master's degree in business or related field preferred
- Minimum of five years work experience managing a business development or corporate fundraising function
- Direct experience and demonstrated success in fund development activities, corporate fundraising solicitation, sponsorship, management and cultivation of corporate commitments within a nonprofit organization
- Committed to and enthusiastic about the mission of NEW
- Adept at taking initiative, planning, prioritizing, organizing and following through
- Strong communicator-both oral and written-particularly with respect to proposal writing, delivering presentations and interacting with sponsors, foundations, corporate partners, government entities and supporters
- Understanding of sound communications, social media messaging, and branding with the ability to introduce fresh and innovative ideas
- Demonstrated experience and ability in thinking and executing creatively and strategically
- Strong entrepreneurial skills and ability to think creatively about revenue generating opportunities for non-profits
- Committed and able to uphold high levels of accountability for self and others

Additional Requirements:

- Ability to travel required
- Must have a valid California Driver's License, Liability Insurance, and an automobile in good working condition
- Fingerprinting and TB Clearance
- Flexible with working hours, including evenings and weekends

Apply via e-mail or website only

Submit your resume with a cover letter:

Via Website: <https://neweconomicsforwomen.org/our-job-openings/>

Via E-mail to hr@neworg.us

(Please ensure to include the position you are applying for on the subject of your e-mail)

For additional information you may contact Human Resources:

303 S Loma Drive, Los Angeles, CA 90017 | (213) 483-2060 Ext-311

E-mail hr@neworg.us

Stay Connected:



Learn more about us at: www.neweconomicsforwomen.org

New Economics for Women (NEW) creates economic and educational opportunities for single parents, families and disinvested communities as a pathway for dreams to come true.