



Director of Development

Climate Central

West Coast | Autumn 2024

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BOSTON | NEW YORK

Climate Central is seeking a seasoned frontline Director of Development on the West Coast to raise funds to support the organization’s mission to communicate climate change science, effects, and solutions to the public and decision-makers.

About Climate Central

Climate Central is a dynamic science, technology, and communications organization. Its staff of leading scientists, tech experts, and communication professionals are dedicated to researching and reporting on climate change and its impacts and solutions. Founded by top scientists at Princeton, Yale, and Stanford and a generous philanthropist in 2008, Climate Central provides a bridge between the public and climate scientists and contributes in a pivotal way to the national and international efforts to communicate the facts of climate change.



Thousands of scientists have declared that the planet is now facing a climate emergency — and that how humanity responds this decade will shape every aspect of our common home for hundreds of years to come. No past generation has been in a position to make such a profound and lasting difference for so many people.

As an independent, non-partisan science organization, Climate Central researches and reports the facts about climate change impacts, such as extreme weather, drought, flooding, wildfires, and sea level rise, as well as alternative energy systems and transportation.

Climate Central is not an advocacy organization and does not lobby or support any specific legislation, policy or bill. In addition to its policy-neutral, non-partisan stance, its organizational values include scientific and journalistic integrity, the importance of informing the public, effective communication, equity and collaboration.

Climate Central is exceptional in reaching large audiences with localized information that makes the impacts of climate change relevant and personal. The organization uses science, big data, and technology to generate thousands of local storylines and compelling visuals that make climate change relevant and show what can be done about it. Content is delivered through trusted local messengers at scale, including in areas with below-average levels of climate understanding and concern. The goal: to catalyze a response in proportion to the problem.

About Philanthropy

Philanthropy at Climate Central has been growing steadily over the last few years, as the organization has laid the groundwork to support long-term growth and diversification of revenue sources. Climate Central has a committed board and a number of major national foundations that provide significant support for the organization.

Under the leadership of the Senior Vice President for Development, Jessica Cashdan, Climate Central has expanded its fundraising efforts to increase annual and major donor support by building capacity on the fundraising team. Climate Central raises on average over \$10M annually with plans to grow incrementally in the coming years.

About the Opportunity

Climate Central is seeking an energetic, strategic frontline fundraiser to join its development team. Reporting to the Senior Vice President for Development, the Director of Development will manage a portfolio of prospects and donors, primarily based on the West Coast, that have the capacity to make six- and seven-figure gifts to support the organization's mission and goals. The portfolio will focus on individuals, with potential to include some foundations. This position offers an exceptional and entrepreneurial candidate the chance to make a difference by growing resources for an organization with a powerful track record.

In the coming year, Climate Central plans to emphasize major and principal philanthropic giving from new individuals and foundations to further diversify its portfolio of revenue streams. It is also focused on growing its annual giving program. To support overall fundraising growth, the organization is investing in marketing communications strategies to more effectively engage prospect and donor constituencies. Climate Central's Programs, Finance, and Administration teams work closely with Development to support the fundraising success.

This is a remote position with significant travel on the West Coast required.

Key Responsibilities

- Effectively manage a portfolio of prospects and donors (primarily individuals and some foundations) that have the capacity to make six- and seven-figure gifts that are primarily based in the West Coast region.
- Work closely with the Senior Vice President for Development and other colleagues to create strategies for cultivation, solicitation, and stewardship of donors, including the design and execution of complex, high-level solicitations.
- Make a minimum of ten meaningful donor contacts per month and an average of one to two major gift solicitations per month.
- Bring an entrepreneurial approach to engaging new, promising prospects through research and leveraging the organization's impressive board, donor, and staff network.
- Align prospects' interests and philanthropic goals with Climate Central's current and emerging funding priorities.
- Cultivate working relationships with Climate Central leadership and program staff to understand the needs and opportunities for the organization.
- Partner with colleagues on a limited number of major donor events to attract new prospects and deepen engagement with current donors.
- Develop compelling written project descriptions and proposals.
- Develop and implement strategic stewardship plans.
- Partner with finance colleagues to develop proposal budgets and to ensure reporting requirements are met for all donors.



- Leverage opportunities throughout the year to deepen donor engagement.

Key Qualifications

Track Record of Fundraising Success

- Minimum of eight years of development experience, with a track record of soliciting and closing six- and seven-figure gifts from individuals and/or family foundations.
- Experience soliciting gifts from donors on the West Coast.

Strategic Thinker

- Strong understanding of how to apply the moves management process to identify, cultivate, solicit and steward prospects and donors through the gift cycle.
- Ability to strategically link Climate Central priorities and programs with donors' interests and funding opportunities.
- Ability to grasp and articulate complex programs in a way that meets the interests and passions of donors.

Versatile Fundraiser

- Experience with both highly engaged donors as well as making qualification calls.
- Experience leading gift work and supporting leadership and/or volunteer leadership with their efforts in fundraising.
- Ability to employ varied approaches in order to realize maximum success in fundraising.
- Experience working with foundations at a high level

Communication and Relationship-Building

- Excellent verbal communication.
- Superior writing skills and high standards for presentation of written materials.
- Proven ability to write clearly and persuasively.
- Excellent interpersonal and relationship-building skills; experience interacting with individuals from diverse backgrounds.

Technology and Organizational Skills

- Experience utilizing a fundraising database.
- Skill in successfully managing multiple projects on tight deadlines and under pressure in a fast-paced environment.
- Strong organizational skills and meticulous attention to detail.

Values and Drive

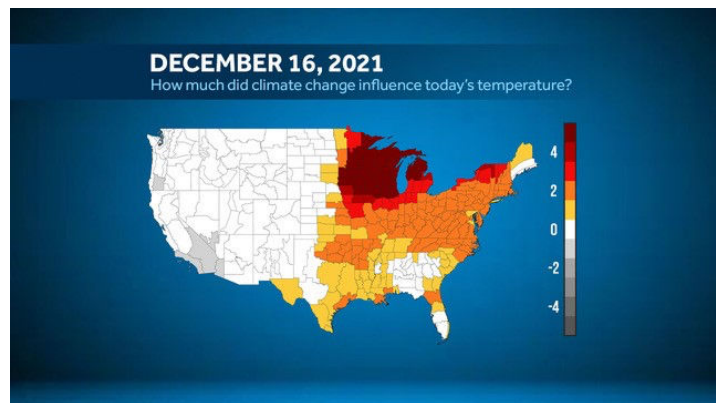
- Self-starter with a high level of initiative.
- Unquestionable integrity and commitment to professional ethics, and the ability to responsibly handle sensitive and confidential information with discretion.
- A creative, enthusiastic team member with a clear commitment to the mission of Climate Central.
- Able to travel and undertake occasional evening and weekend work.

Compensation

The expected base salary range for this position is \$115,000-\$145,000. Within the range, individual pay is determined by work location and additional factors, including job-related skills, experience, and relevant education or training. Climate Central offers generous benefits including more than 7 weeks paid vacation and holidays available annually, 12 weeks paid family leave, medical, dental, 401K with up to 12% matching, and partial college tuition for children of employees who qualify.

Location and employment eligibility:

This position can be mostly remote, in accordance with Climate Central organizational policy. Presence at headquarters or other U.S.-based locations is required for periodic team and organizational meetings, events, and retreats. Climate Central is headquartered in Princeton, N.J., operating under standard U.S. Eastern time business hours. Candidates must be eligible for employment in the United States.



How To Apply

To express interest, please submit your resume in confidence [here](#).

Please note that Climate Central's application process requires the submission of a resume only. We are intentionally not asking for a cover letter, so please do not send one with your application.

If you choose to include your education history in your resume, please remove the name of your school from your resume. This is one part of Climate Central's effort to assess candidates against the essential qualifications for this role and to mitigate bias in the decision-making process.

Climate Central is an Equal Employment Opportunity employer and promotes a diverse and inclusive workplace. Climate Central does not discriminate against any applicant for employment or employee on the basis of race, color, religious creed, gender, age, marital status, sexual orientation, national origin, disability, veteran status, or any other classification protected by applicable discrimination laws.

For more information, please visit www.developmentguild.com.

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About Development Guild DDI

For 40 years, Development Guild DDI has consulted to leaders across the nonprofit spectrum. With offices in Boston and New York, we have successfully collaborated with more than 650 clients nationwide in the sectors of health & science, education, environment, the arts, and social justice. We are experts in executive search and fundraising and are at the forefront of delivering best practice in these services.

With each engagement, we work in teams tailored to a client's particular needs, providing sector-specific intelligence, cross-sector insight, and hands-on functional expertise. We combine our perspective on nonprofit leadership with our knowledge and experience in both fundraising and executive search. This distinct perspective enables us to deliver the most strategic and measurable impact.

