



## **New Energy Nexus - Development Director**

### **The Organization**

New Energy Nexus is an international organization that supports clean energy entrepreneurs with funds, accelerators and networks. We started in California and have expanded operations into China, India, Southeast Asia, and East Africa. Our mission is to support diverse entrepreneurs to drive innovation and build equity in the global clean energy economy. Our goal is to support 100,000 startups to succeed by 2030 – a decisive decade in our collective struggle with climate change. With our network, we directly boost hundreds of entrepreneurs annually while uplifting thousands more. Since 2004, New Energy Nexus (up until recently known as California Clean Energy Fund) has leveraged \$1.5 billion in investment, invested in over 100 clean energy enterprises, and launched industry leading centers for solution collaboration.

Learn more at [www.newenergynexus.com](http://www.newenergynexus.com).

### **The Opportunity**

New Energy Nexus is a 501(c)(3) US not for profit organization looking to bring on a Director of Development to design and implement a multichannel fundraising strategy to grow the organization to the next level. Reporting to the CEO, this is a unique opportunity to join a passionate, talented team operating at the forefront of worldwide work for a more inclusive clean energy economy.

The Director of Development will create and implement a fundraising strategy that maintains current relationships, while also diversifying revenue streams through increased visibility and engagement. S/ he will leverage his or her expertise and creativity to drive innovation across all funder constituencies. The incoming Director will focus primarily on foundation relations, but may also, in the future, recruit a Manager of Donor Relationships, who will oversee major gifts, events, corporate giving and online/individual giving.

The current global energy transition presents an exciting opportunity for people committed to the mission and vision of New Energy Nexus to change the world for good. Our new Director of Development has the chance to build on 15 years of organizational success and financial stability to spur further growth and impact.



## **The Ideal Candidate**

The ideal candidate will be driven by a passion for New Energy Nexus' mission, as well as a strategic thinker who can execute against daily responsibilities. This role requires relationship building and frontline fundraising skills, paired with an understanding of the systems and processes that support this work. While experience in the energy field is helpful, it is not required.

With a current operating budget of \$5M and ambitious growth plans, the incoming Director of Development Partnerships will have prior experience scaling a development function. S/he must possess deep knowledge of foundation relations, coupled with demonstrated expertise in diversifying funding streams. A successful candidate will understand the importance of converting prospects through compelling storytelling and connection to the mission. Experience identifying entry points into new networks and adjacent industries will be crucial to growing our funding, influence, and impact. The position requires the ability to work independently and always follow up.

New Energy Nexus values justice, impact, agility, boldness and creativity. We are a committed global team of 20, that is efficient and hard-working, while also gaining a reputation for throwing a great party in cities around the globe from Shanghai to Stockholm. Team members have an entrepreneurial spirit and work effectively across borders and cultures.

## **Key Responsibilities:**

The Director of Development Partnerships will:

- Oversee and participate in all daily requirements of managing a development program (grant writing, funder reporting, donor communications, administration, etc.)
- Design and execute a multi-channel development strategy with the CEO and other senior staff
- Own and drive the foundation strategy and portfolio development
- Maintain and diversify funding streams, designing and implementing new programs
- Guide the development of major donor, corporate and individual giving programs as needed
- Partner with the Communications staff to craft and distribute external materials
- Create and maintain tools and systems that support frontline fundraising efforts, with a focus on impact measurement and reporting to support the exponential growth of the organization.

## **Valued Qualifications**

- Experience developing and executing a multi-channel fundraising plan



- Excellent verbal and written communication skills
- Knowledge of international climate and energy philanthropies
- Demonstrated ability working with and across teams and time zones
- This position will ideally be based in New Energy Nexus' office in Oakland, California but may be remote.

**How to Apply:**

New Energy Nexus is an equal opportunity employer and welcomes a diverse pool of candidates for this search. All qualified candidates are encouraged to apply as soon as possible. We will compensate competitively and have good benefits and a supportive culture. To be considered, please submit your resume and a cover letter expressing your passion for the mission and why you're right for the role. Please submit your application to [hello@newenergynexus.com](mailto:hello@newenergynexus.com) with the subject line email of the application in the following format **New Energy Nexus Development Director [First Name] [Last Name]**.

Applications will be accepted on a rolling basis. Short-listed candidates will be contacted for interviews.