



Senior Development Officer

The SRGE Impact Fund, a 501c3 organization, is seeking a strategic thinker and visionary to lead products for equitable construction in the United States. The Senior Development Officer will be the driving force behind the successful engagement, philanthropic fundraising with primary goal, creating the development office. The role is multifaceted, requiring a combination of relationship management and a deep understanding of the accelerator model.

SRGE is redefining inclusion and access in the New England Construction industry, Clean Energy sub sector and Infrastructure sub sectors. As a leader with direct influence, the product manager must be able to clearly articulate the vision, mission, theory of change, and strategic direction of the organization. That way, they can efficiently align the entire organization so that everyone understands their impact. The SRGE Fund, is transformational; it is uniquely building an ecosystem to support the growth of small, underserved and under resourced contractors, general and trade-based firms. Its mission is to catalyze equitable jobs and wealth creation. SRGE acts as an education provider, trainer and advocate to grow build successful construction companies.

To meet the demands of this role, the Senior Development Officer will be recognized as a change agent. In this role, the Senior Development Officer will support the expansion of SRGE into additional geographic regions, pushing the industry forward with a more inclusive workforce and business community. Each person at SRGE has a distinct voice, unique point of view strategically amplified. SRGE has a mission driven work environment with a fantastic office culture and a growing national presence.

The intersection of the accounting and project startup will allow you to apply your unique skillset with the accelerator team.

Key Responsibilities: Reporting to and in partnership with the Executive Director, the Senior Development Director will spearhead development efforts as the SRGE Fund continues to grow. A new position in the organization, the Senior Development Director will have the opportunity to build the development function.

The role is distinct:

- **Design development strategy for SRGE:** Work with the management team to identify funds needed, preferred funding targets, and approaches.
 - Create and execute a strategy for sustainable financial support from individuals, foundations and corporations

- Champion content to earn grants, new audiences and better relationships with donors and other corporations.
- Develop and track proposals and reports for all foundation and corporate fundraising.
- Review, analyze lost opportunities.
- **Fundraising:** Conduct research, prospecting, and application to multiple donor sources.
 - Create and oversee donor cultivation and fundraising special events.
- **Branding:** Create a respectful reputation for the company or nonprofit they represent
 - Develop and maintain ongoing relationships with major donors
 - Make public appearances/accept speaking engagements to share information about SRGE with the community.
 - Maintain gift recognition programs.
- **Communication:** Collaborate with the Communications team to develop and execute effective donor communications and marketing materials.
 - Work with communications team to identify speaking platforms and outlets with philanthropic partners.
 - Oversee creation of publications to support fund raising activities.
 - Meet prospective donors and supporters on a continual basis to establish effective communications.
- Prepare Executive Director and leadership team for donor meetings.

Other Duties Include:

- **Project Leadership:** Experience in planning, leading, and managing development projects, including coordinating with peers to achieve desired outcomes, and tracking and reporting on progress to senior managers/board of directors
- **Entrepreneurial Spirit:** Takes initiative and actively seeks to deepen current donor relationships and to forge new ones
- **Communications:** Skilled in creating powerful, compelling written and oral communications for fundraising. Ability to convey complex ideas through brief, simple materials. Experience and credibility when presenting materials to external audiences
- **Influencing:** Gets others to accept ideas by using convincing arguments, creates a win-win situation and responds appropriately to key stakeholders
- **Collaboration:** Effective at working with others to reach common goals and objectives
- **Relationship Building:** Skilled at establishing and cultivating strong relationships with peers, across different levels of the organization and externally.
- **Influencing:** Gets others to accept ideas by using convincing arguments, creates a win-win situation and responds appropriately to key stakeholder.
- **Research:** Conduct research to understand current software trends in the industry allowing the accelerator to maintain a cutting edge.

- **Data:** Utilize data analytics tools to extract insights and inform decision-making. Monitor analytics, adjust market dynamics.
- **Organizational Skills:** Create or oversee policies and procedures
- This role is remote with weekly in person meetings with staff, philanthropic partners and donors.

Qualifications:

- A degree in business, marketing, economics or related field.
- Strong analytical and problem-solving skills.
- Excellent communication and interpersonal skills.
- Familiarity with local, regional or national philanthropic landscape.
- Basic understanding of construction industry practices is a plus.

Attributes:

- A sense of humor
- Enthusiastic and proactive approach to learning.
- Ability to adapt to a dynamic work environment.
- Team player with strong collaboration skills.
- Detail-oriented and organized.

Salary Range

- Part-time role has a salary of \$65,000 - \$80,000.

To Apply

Please submit your resume and cover letter to info@thesrge.com

Additional Information: Successful completion of a background investigation is required. We seek out and reward people for putting the customer first, being disruptive to the status quo, embracing different perspectives, continuously learning, and acting like owners. We're recognized around the world for welcoming people as they are. We create an inclusive culture where all forms of diversity are seen as a real value for the company. SRGE is a b-corporation, an Affirmative Action and Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, or protected veteran status and will not be discriminated against on the basis of disability