



**VOTE SOLAR**



**Director of Investment Partnerships**

**Oakland, California**

Search conducted by:



**waldron**

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## The Organization

Vote Solar is a non-profit advocacy organization working to make solar a mainstream energy resource in the US. Founded in 2002, Vote Solar leverages technical wonkery, policy expertise, and powerful public campaigns to develop the state-level policies that make solar more affordable and accessible. In doing so, the organization strives to foster economic opportunity, promote energy independence and fight climate change. Vote Solar currently has 20 staff in 5 offices, taking on the biggest clean energy fights around the country.

Learn more about [Vote Solar](#).







## The Opportunity

Vote Solar is looking to bring on a Director of Investment Partnerships to design and implement a multichannel fundraising strategy to grow the organization to the next level. Reporting to the Executive Director, this is a unique opportunity to join a passionate, talented team operating at the forefront of the fight against climate change.

The Director of Investment Partnerships 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 donor constituencies. The incoming Director will focus primarily on foundation relations, and will also supervise the Manager of Investment Partnerships, who oversees major gifts, events, corporate giving and online/individual giving.

The current political and social environments present an exciting opportunity to embark on one of the most important, relevant movements of our time. Vote Solar's new Director of Investment Partnerships has the chance to build off 15 years of organizational success and financial stability to spur further growth and impact.





## Ideal Candidate

The ideal candidate will be driven by a passion for Vote Solar's 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 solar field is helpful, it is not required.

With a current operating budget of \$5M and ambitious growth plans, the incoming Director of Investment 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 Vote Solar's funding, influence, and impact.

Vote Solar's culture values humor, kindness, respect, and a passion for winning. They also place a high priority on working hard and effectively, with the reputation for throwing a mean party. The organization's entrepreneurial spirit is bolstered by staff who do not shy away from a challenge and are comfortable taking calculated risks.







## Key Responsibilities

- Oversee and participate in all daily requirements of managing a development team (grant writing, funder reporting, donor communications, administration, etc.)
- Design and execute a multi-channel development strategy
- Own and drive the foundation strategy and portfolio development
- Maintain and diversify Vote Solar's funding streams, designing and implementing new programs
- Guide the development of major donor, corporate and individual giving programs
- Partner with the Communications team 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

## Valued Qualifications

- Experience developing and executing a multi-channel fundraising plan
- Excellent verbal and written communication skills
- Demonstrated ability working with and across teams





## To Be Considered

Vote Solar 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. To be considered, please go to Waldron's [candidate web portal](#) and submit your resume and a cover letter expressing your passion for the mission and fit for the role.

*The search for the Director of Investment Partnerships is being assisted by a team from Waldron:*

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Waldron is honored to work with the Vote Solar in the search for a Director of Investment Partnerships. We believe in and support the work of the Voted Solar and we are doing our best to recruit a talented leader who will accelerate this mission. As the consulting partner strategic leaders choose to help attract, engage, and inspire effective leaders, Waldron provides a unique combination of executive search, leadership development, and career transition services across sectors and industries. Our passion is helping people and organizations realize their full potential and increase their impact.