



Interfaith Power & Light

A Religious Response to Global Warming

POSITION POSTING

POSITION: Development Director

DUTIES: Development and Fundraising

ORGANIZATIONAL BACKGROUND

Interfaith Power & Light inspires people of faith and conscience to take bold and just action on climate change. IPL is the largest interfaith grassroots organization in the country mobilizing on the climate crisis.

Since our founding in the year 2000, IPL affiliates have been established in 40 states, and the network has grown to reach 22,000 congregations of all major religions and spiritual traditions. IPL has developed impactful programs to help these congregations conserve energy, green their facilities, and teach and preach out climate change as a moral issue. Our campaigns mobilize hundreds of thousands of people of faith and conscience to engage in grassroots advocacy to advance climate solutions at the local, state, and national levels.

IPL's work is centered in our [vision, mission, values, and guiding principles](#). We take seriously our commitment to justice, equity, diversity, and inclusion in all aspects of our work, through our internal processes, partnerships, and programs and campaigns.

IPL is headquartered in Oakland, California, with an office in Washington, DC, and staff based in other parts of the U.S.

POSITION OVERVIEW

Reporting to the IPL president, the development director exists as part of a dynamic staff team that is mobilizing a religious response to climate change. The development director has primary responsibility for creating, managing, and implementing Interfaith Power & Light's (IPL)

development plan, which is created annually in consultation with IPL's president in alignment with the organizational budget. The development director will manage relationships with IPL donors and foundation officers, including both current and prospective major donors and foundations. Working closely with IPL's president, executive director, and development team, the development director will ensure that ample program, campaign, and unrestricted funds are generated.

IPL has a strong and growing budget with a mix of revenue from donors, congregations, and foundations. We aim to double our revenue and build capacity within our network over the next three years.

RESPONSIBILITIES

- **Grow the major donors program:** Work with the president, executive director, and board of directors' development committee to maintain current major donors, identify prospects, and cultivate and solicit major gifts.
- **Develop individual donor base:** Develop and execute strategy for cultivating a large base of individual donors and increasing donor levels. Coordinate multiple annual direct mailings to existing donors.
- **Oversee grants program:** In coordination with the development team and program staff, oversee the writing and submission of grant proposals, LOIs, and maintain foundation relationships. Coordinate with IPL staff on reports to funders. Identify new foundation prospects.
- **Oversee online giving program:** In coordination with the development team, create an online giving plan and increase the number and amounts of online gifts. Work with the online communications team to increase IPL's list size.
- **Maintain records and data:** Manage and track development-related data, gift processing, and communications.
- **Develop planned giving program:** Expand and promote IPL's planned giving program.
- **Special events:** Oversee fundraising events.
- **Engage the board of directors:** Work with the board of directors on development-related projects, resource the board development committee, and facilitate the board's own fundraising.
- **Oversee the annual report:** Work with a graphic designer and/or consultant to create IPL's annual report.
- **Support other fundraising efforts:** Support state affiliate leaders and others within the IPL network in doing effective fundraising.
- **Participate in IPL team meetings:** Lead the weekly development team meeting; participate in online communications team meetings, providing data on online fundraising and list growth; participate in other team meetings as needed.
- **Participate in IPL board meetings:** Provide the development report to the IPL board of directors at their three yearly meetings.

QUALIFICATIONS

- BA or equivalent relevant work experience strongly preferred
- Experience and comfort working with high profile individuals
- Excellent written and oral communications skills
- Detail oriented with excellent organizational skills
- Proficiency with CRM databases, such as Salsa CRM
- Knowledge of DonorSearch and FoundationSearch a plus
- Ability to work accurately and with composure under deadline pressure
- Self-directed, with the ability to prioritize and simultaneously work with multiple people and on multiple projects
- Experience working in the non-profit sector preferred
- Interest in environmental or mission-driven organizations also preferred
- Experience working with faith-based organizations a plus
- Commitment to [IPL's mission, vision, values, and guiding principles](#)

REPORTING

This position reports to the IPL president.

We offer competitive non-profit salaries, excellent benefits, and a supportive working environment. Salary is commensurate with skills, experience, and location. Salary range is \$69,000 - \$80,000. This position can be based in our Oakland, California headquarters, Washington, DC, or remote.

IPL is committed to advancing justice, equity, diversity, and inclusion in our workplace. We believe that celebrating and actively welcoming a diversity of voices and perspectives is essential to solving the planet's most pressing environmental problems, and we encourage applications from candidates whose identities have been historically under-represented in the environmental movement. We are an equal opportunity employer and do not discriminate in hiring or employment on the basis of race, color, religion, gender, gender identity or expression, marital status, sexual orientation, national origin, citizenship, age, disability, veteran status, or any other characteristic protected by federal, state, or local law.

HOW TO APPLY

Please send a cover letter and CV or resume to president@interfaithpowerandlight.org. Position is open until filled, with preference for applications to be received by January 18, 2022. No telephone inquiries please.