



## Director of Philanthropy

### OUR STORY

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Our work has never been more critical. Founded in 2015, Climate Action Campaign's (CAC) mission is to stop the climate crisis through effective policy action. Through the lens of equity and justice, we are fighting for a Zero Carbon future with all-electric homes, world-class transit, resiliency, 100% clean energy, and bikeable, walkable neighborhoods. CAC's bottom-up theory of change puts municipalities, local industry leaders, nonprofits, and communities at the epicenter of climate action and climate solutions. Collaborating across sectors, we are leading the region to achieve zero emissions by 2035, in line with what climate science says is necessary to protect our health and future.

We partner with over 20 cities across San Diego and Orange Counties, collaborating with passionate advocates at all levels of government to promote relevant, achievable, and legally binding climate policies. We advocate for climate policies that meet the scale and scope of the climate crisis, by educating community members, grassroots organizations, and bipartisan policymakers on key climate solutions. This includes mobilizing and empowering community members to build broad and diverse coalitions to take action and advocate for shared policy goals.

We are proud of the momentum we have already built, and the significant progress made toward stopping the climate crisis. CAC's 2021 impact includes:

- \$1.6M raised for bold climate action.
- \$18.6M dedicated to bike infrastructure within SANDAG's Regional Bike Plan.
- 450,000 solar customers protected by striking down AB 1139.
- 697 affordable housing units approved in San Diego County through advocacy.
- 1M San Diego families to be served by community choice energy.
- \$1M won for Climate Action Plan implementation in the City of Irvine.

For more information, please visit: [www.climateactioncampaign.org](http://www.climateactioncampaign.org)

### LEADERSHIP & CULTURE

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CAC is led by a dynamic leadership team dedicated to fostering a culture of inclusivity, individual growth, and collective success. The Director of Philanthropy will report to Nicole Capretz, Founder & Executive Director. A passionate leader in the field, Nicole has over 20 years of experience as an energy, equity, and climate policy advisor for local governments and the nonprofit sector. In 2018, Nicole was appointed by the Senate Pro Tem to the California Strategic Growth Council to assist in shaping policies on housing, climate, equity, and transportation. Her pioneering work on climate policy has earned her many accolades, including Clean Energy Champion and California Clean Energy Hall of Fame Inductee by the California Energy Commission.

## **BENEFITS & FEATURES**

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- Salary – \$90,000 - \$110,000
- Medical, dental, vision, and life insurance
- 401(k) with employer match
- 15 paid days off accrued annually
- 11 paid holidays and the office is closed for two weeks at the end of the year
- Monthly cell and transportation benefit

## **LOCATION**

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This is a hybrid role with an office located at 3900 Cleveland Ave., Suite 208, San Diego, CA 92103. This position could be based in either Orange County or San Diego. The Director of Philanthropy must be willing to travel, on occasion, to Orange County and/or San Diego County.

## **POSITION SUMMARY**

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This is an excellent opportunity to join a team of passionate professionals working in partnership to support the fight for the game-changing climate laws, policies, and programs we need to achieve climate justice. Reporting to the Executive Director and supervising the Events & Office Manager, the Director of Philanthropy will have significant autonomy and be empowered and encouraged to use creative and innovative strategies to build a diverse and sustainable portfolio to support CAC's mission. They will create, execute, and evaluate all philanthropy strategies, including major gifts, grants, individual giving, campaigns, corporate sponsorships, donor relations, and events. This is a highly collaborative role working with the Executive Director, Board, and staff to achieve our annual fundraising goal of \$1.5M. The Director will foster a collaborative work environment where staff and board members are mentored and inspired to participate in philanthropic activities. They will be active in the community, meeting with current and prospective donors and hosting stewardship events throughout the region. This is a tremendous opportunity for a dynamic fundraiser passionate about climate justice to play a significant role in taking our organization to the next level.

## **DUTIES & RESPONSIBILITIES**

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- Create, execute, and evaluate a comprehensive fundraising plan that diversifies revenue and promotes mission achievement and financial sustainability.
- Develop and implement a major gifts program, including identification, cultivation, solicitation, and stewardship of existing and potential major donors.
- Conduct prospect research and meet prospective donors and supporters continually to establish and build relationships.
- Direct the annual fund program, including campaigns, fundraising drives, and special events.
- Oversee grants management, including research, proposal writing, stewardship, and reporting requirements.
- Grow and steward corporate giving through business memberships and event sponsorships.
- In collaboration with the Events Manager, oversee stewardship and fundraising events, ensuring the goal of each event is met, including but not limited to income generation, new donor cultivation, and stewardship of current donors.
- In collaboration with the Communications Manager, create, execute, and evaluate CAC's donor communications strategy, including the production of email content, updating of the website content, and marketing special events and campaigns.

- Provide guidance and leadership on the development, implementation, and management of board committees. Support board recruitment and ongoing training.
- Oversee fundraising database and tracking systems.
- In collaboration with the COO, develop and maintain an annual fundraising budget.
- Promote a collaborative work environment where staff and board members are mentored and inspired to participate in philanthropic activities.
- Make public appearances and accept speaking engagements to raise awareness about CAC within the community.

#### **BACKGROUND PROFILE**

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- Successful nonprofit fundraising experience: solid understanding of fundraising strategies, including solicitation and stewardship of individual, foundation, and corporate donors, grant writing, and special events.
- Strong organization and prioritization skills with the ability to manage several projects simultaneously, with exceptional attention to detail.
- Exceptionally well-developed listening and strategic communication skills, including writing and public speaking, with the ability to connect with and inspire a wide range of stakeholders.
- Passionate about climate justice; understands the concepts of institutional and structural racism and bias and their impact on underserved and underrepresented communities, including understanding that the climate crisis disproportionately burdens working-class communities of color.
- Demonstrated management and leadership experience, including cross-departmental collaboration and board engagement.

#### **COVID-19 VACCINATION POLICY**

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Climate Action Campaign requires, with few exceptions, that all staff be vaccinated against the COVID-19 virus. Unvaccinated staff with a qualifying exemption will be required to take regular COVID-19 tests (frequency subject to change).

#### **For more information or to apply, please contact:**

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Kellie Dean, Blair Search Partners  
1855 First Ave., Suite 300, San Diego, CA 92101  
[kellie@blairsearchpartners.com](mailto:kellie@blairsearchpartners.com)