



## POSITION ANNOUNCEMENT: DIRECTOR OF NEW PARTNERSHIPS

*Location: Cambridge, MA*

### NEW PROFIT'S MISSION AND GOALS

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New Profit is a nonprofit venture philanthropy fund that exists to help innovative social entrepreneurs and their organizations bring about widespread and transformative impact on critical social problems. We work to fulfill this mission with two approaches: 1) providing multi-year financial and strategic support to help a portfolio of innovative social entrepreneurs and their organizations realize their full potential for social impact; and 2) helping to build an environment in which all innovative social entrepreneurs and their organizations may realize their full potential for social impact.

With the support of individual investors and our signature partner, Monitor Group, New Profit works with social entrepreneur-led organizations tackling persistent social problems in education, workforce development, public health, and other areas. New Profit also drives other initiatives to help scale social innovations, including the annual *Gathering of Leaders*, America Forward, and Urban Assets. We believe that just as entrepreneurship and invention have driven our nation's progress, so too can we harness America's spirit of innovation, vision, and optimism to help solve our most pressing social problems.

### POSITION OVERVIEW

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New Profit is seeking a charismatic, creative, passionate, and proven professional of uncompromised character who is eager to help our dynamic and entrepreneurial organization build on our fundraising success to date. The Director of New Partnerships is a new position for the organization, and this individual will be a member of New Profit's development team. This team is responsible for achieving the organization's ambitious fundraising goals as well as effectively stewarding and strengthening our investor relationships.

The Director of New Partnerships will maintain both fundraising and investor relations responsibilities, including specific and measurable fundraising goals. To achieve these objectives, he/she must be adept at identifying, cultivating, and closing multi-year commitments from individual, family, and institutional investors, including six- and seven-figure commitments. He/she must also be resourceful and creative in identifying new, high-potential prospect networks as well as leveraging New Profit's existing relationships. We expect the Director of New Partnerships will travel frequently (between one and two days per week), developing contacts and networks nationally.

The ideal candidate has a demonstrated ability to establish and steward strong relationships with New Profit's prospective and existing investors. Our investor community is made up of creative and innovative individuals and families who are passionate about creating the greatest possible social impact with their philanthropy. The Director of New Partnerships will play a central role in growing and strengthening this community. To accomplish this, the Director of New Partnerships must develop a sophisticated understanding of New Profit's mission, strategy, and model in order to powerfully communicate New Profit's value proposition to key external audiences.

The Director of New Partnerships will report directly to New Profit's Chief Development Officer while working closely with all members of the development team, senior partners, and the organization's Board of Directors.

## POSITION RESPONSIBILITIES

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Key responsibilities for the position are as follows:

- Expand New Profit's prospect pipeline and funding base by accessing new networks and leveraging New Profit's existing networks
- Identify, cultivate, and secure six- and seven-figure, multi-year commitments from individual, family, and institutional investors
- Effectively communicate New Profit's mission, vision, strategy, and value proposition to ensure New Profit's investor community, prospective investors, and key external stakeholders are informed, aligned, inspired, and engaged
- Build and maintain strong, positive relationships with individual, family, and institutional investors and prospects, working collaboratively and strategically with New Profit's development team, senior staff, and Board of Directors
- Develop meaningful and compelling engagement opportunities for New Profit's existing investor community, connecting them powerfully to our mission and impact
- Provide strategic support and guidance to New Profit's portfolio organizations as they craft development strategies and build their funding base
- Support ongoing development of New Profit's internal fundraising, communications, and investor relations systems to ensure our processes and tools continue to adapt and improve as the needs of our organization and funder community evolve and grow
- Contribute to New Profit's professional, high-performance environment

## CANDIDATE SKILLS AND COMPETENCIES

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- *Proven experience* – 10 years or more of professional experience with a proven track record of securing six- and seven-figure, multi-year commitments from a variety of funding sources
- *Communication skills* – Exceptional oral and written communication skills as demonstrated by an ability to effectively communicate New Profit's mission, impact, and value proposition to a wide range of stakeholders
- *Networker* – Ability to leverage New Profit's network and to use one's existing network to quickly build and engage a significant number of new, high-potential prospects
- *Creativity* – Practiced at identifying innovative ways to align organizational needs and strategy with investors' passions and philanthropic goals
- *Interpersonal skills* – Adept at establishing and stewarding strong relationships predicated on trust, mutual respect, and shared values
- *Professionalism* – High level of interpersonal maturity, poise, and judgment
- *Team player* – Ability to work independently and cooperatively as part of a growing, entrepreneurial, mission driven team.
- *Process and project management* – Superior organizational and process management skills as demonstrated by an ability to manage multiple, detailed projects and drive toward deadlines
- *Commitment to mission-driven work* – Demonstrated passion for and commitment to New Profit's mission and vision exemplified through professional background or significant history of community involvement
- *Flexibility* – High comfort level with ambiguity and entrepreneurship
- Bachelor's degree or equivalent required

**TO APPLY**

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Qualified applicants should send **via email, with subject line “Director of New Partnerships,”** a resume, cover letter, and references to:

**Kathryn Price**  
New Profit Inc.  
*talent@newprofit.com*

Applications will be accepted on a rolling basis. No phone calls please. We will send an email acknowledging receipt of your application within three business days.

*New Profit offers a competitive salary and benefits, commensurate with experience and skills. New Profit is an equal opportunity employer and does not discriminate on the basis of race, color, religion, national origin, ancestry, sex, age, disability, sexual orientation, genetics, or past involvement in a discrimination complaint.*