

GoodCitizen

The Global Fund for a New Economy Senior Director of Principal Giving Remote

The Global Fund for a New Economy

Founded in 2024, the Global Fund for a New Economy (GFNE) is dedicated to building an economic system that benefits all people, protects our planet, and strengthens democracy. GFNE partners with leaders, changemakers, and innovative organizations to provide the strategic funding, partnerships, and infrastructure needed to drive this transformation.

As a remote-first organization, GFNE is committed to building a global team rooted in diversity, equity, and inclusion. We value a wide range of perspectives and strive to foster a collaborative, inclusive workplace culture that aligns with our mission. Our work spans partnerships with think tanks, community organizations, academic institutions, labor unions, and advocacy groups, building a global movement for a sustainable and democratic economy.

With founding support from the Hewlett Foundation, Open Society Foundations, the Ford Foundation, and the Omidyar Network, GFNE is prioritizing efforts in ten countries: Brazil, India, the United States, South Africa, Kenya, Germany, the United Kingdom, Colombia, Mexico, and Indonesia. Our current focus areas include exploring the economic opportunities and challenges of the green transition and addressing the impact of AI and emerging technologies. Specifically, GFNE will invest in field building, mobilize resources for the ecosystem, and support partner organizations through catalytic grants and strategic and operational support. We invite those who share our commitment to a sustainable, inclusive, and equitable economy to join us in this transformative work.

The Opportunity

The Global Fund for a New Economy (GFNE) seeks a Senior Director of Principal Giving to lead critical aspects of its fundraising efforts, with a particular focus on securing principal gifts and engaging high-net-worth (HNW) individuals. Reporting to the Chief Development Officer (CDO), the Senior Director will play a strategic leadership role in advancing the organization's philanthropic goals while managing a team of development professionals.

The Senior Director of Principal Giving at GFNE will oversee key aspects of the development strategy and operations during the critical start-up phase and organizational growth. This includes the strategy to raise an ambitious 10-year fundraising goal, tactics, and systems to operationalize it. This role will be instrumental in engaging new donors in an emerging field, making GFNE the go-to resource for donors seeking to engage in the field, and building a global donor community to make the field successful.

The Senior Director of Principal Giving will work closely with the CDO and senior leadership team to align organizational strategy with fundraising goals. This role is ideal for a seasoned development leader with deep expertise in principal giving and HNW donor engagement.

Key Responsibilities

1. Principal Giving Strategy Development and Implementation:
 - Directly cultivate, solicit, and steward new six and seven-figure funders.
 - Design and implement a strategic plan to cultivate and secure principal-level gifts to fund GFNE operations, grantmaking, and the new economy field directly.
 - Develop a robust pipeline of high-net-worth prospects and ensure customized cultivation, solicitation, and stewardship strategies.
 - In partnership with program teams, develop compelling collateral, including proposals, reports, talking points, learning sessions, and other philanthropic communications and materials to attract and engage donor prospects.
 - Develop the essential fundraising operational systems and tools to support all fundraising efforts.
2. High-Net-Worth Engagement:
 - Build authentic, long-term relationships with high-net-worth individuals and families aligned with the Fund's mission.
 - Collaborate with the CDO and executive leadership to develop tailored approaches for engaging high-capacity donors.
 - Develop programs, systems, and tools for ongoing donor engagement and donor education about the field.
3. Team Leadership and Management:
 - With the CDO, determine staffing and staff structure required to meet goals.
 - Supervise and mentor a small team of development staff, fostering professional growth and ensuring goal alignment.
 - Set performance expectations, provide regular feedback, and evaluate team outcomes.
4. Relationship Management and Collaboration:
 - Serve as a key relationship manager for top-tier donors and their advisors and actively participate in high-stakes donor meetings and events.
 - Work collaboratively and cross-functionally with program teams to align donor education and engagement programs about this nascent field with organizational priorities.
 - Implement tiered engagement strategies to build support from new donors and strengthen current donor relationships.
5. Strategic Planning, Metrics, and Reporting:
 - Develop a disciplined system and approach to apply the rigors of moves management with High Net Worth (HNW) donors in mind.
 - Establish and monitor metrics/benchmarks for fundraising success, ensuring transparency and accountability.
 - Provide actionable insights and regular progress reports to the CDO and senior leadership team.
 - Being a thought partner on the design of overall development strategy with a strategic focus on individual giving.

Ideal Candidate

The Senior Director of Principal Giving is a well-established fundraising leader who has a deep understanding of the principles, rigor, and tradecraft of fundraising. They have a very disciplined

approach to principal giving and the tactics for attracting and engaging high-level donors. They lead with a combination of frontline fundraising expertise and the strategic capabilities to guide those efforts across an organization. They also know how to build and manage the tactical operations needed to successfully execute against the strategy.

Qualifications

- Track Record: 10+ years of progressive experience in fundraising, including proven success in securing principal gifts of \$1M+ from HNW individuals
- Entrepreneurial: A self-starter, agile, and proactive, with experience working in a start-up or growth-oriented organizational context.
- Team Leadership: Strong team management skills with a history of collaborating with and motivating high-performing teams.
- Relationship Builder: Exceptional interpersonal and relationship-building abilities, with a deep understanding of donor psychology.
- Communicator: Outstanding communication skills, with the ability to present complex ideas in an inspiring and accessible manner.
- Issue Alignment: Familiarity with philanthropy focused on economic justice or global systems change is advantageous.
- A bachelor's degree is required; an advanced degree is preferred.
- Technical Skills: Expertise in fundraising CRM systems, platforms, and processes.
- Globally minded: Demonstrated ability to work with individuals and teams in multicultural, remote environments across global time zones

Compensation & Location

The anticipated salary range for this position begins at \$220,000. This is a full-time remote position, but travel is expected to meet with donors, colleagues, partners, and allied organizations. Some flexibility will be available and necessary to ensure effective working with a global team.

The Global Fund for a New Economy's EEO Statement

The Global Fund for a New Economy is committed to building a diverse team. All qualified applicants will receive consideration, irrespective of racial or ethnic background, opinions or beliefs, gender, sexual orientation, health, or disabilities. We positively encourage applications from those from under-represented or marginalized groups.

To Be Considered

Please submit your resume and cover letter expressing your interest in the position and fit for the role via the "[Become a Candidate](#)" button. Letters may be addressed to Melissa .

Applicants applying by March 1st, 2025 will be given priority consideration, with the position open until filled.

GoodCitizen has been exclusively retained by The Global Fund for a New Economy to lead this search. For questions, please contact:

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