About Cause Effective
Cause Effective transforms nonprofits by partnering with mission-driven leaders to achieve social change. We work with leadership to develop, employ, and expand effective fundraising, governance and organizational strategies to advance equity and justice.

Cause Effective supports visionary and committed individuals and organizations in the nonprofit sector by providing strategic guidance, tactical training and coaching support to boost the governance and fundraising productivity of executive directors, development staff and board members. Our thought leadership provokes the sector to focus on strategic concerns in fundraising and governance relating to equity, access, and ensuring that all professionals have their rightful seat at the table. Cause Effective envisions a future in which nonprofits thrive with empowered leadership and abundant funding to achieve an equitable world.

For Cause Effective’s entire 40-year history, the majority of our clients have been based in and serve low- and moderate-income communities. Continuing in this tradition, in 2021 Cause Effective worked with more than 1,500 nonprofit organizations to help them raise more money, deepen their relationships with donors, refine their storytelling, and build stronger governing bodies.

Cause Effective lives its mission and our staff and board reflect the communities to which we are committed. Since 2017, our groundbreaking Money, Power and Race: The Lived Experience of Fundraisers of Color report has been eliciting crucial dialogue on how the intertwined issues of race, class, money and power are embedded in nonprofit fundraising and governance. We are especially focused on influencing the sector to confront the biases that are endemic in the sector, and to eradicating the conditions that thwart professionals of color to thrive in fundraising. Cause Effective’s innovative multifaceted initiative in this area, Preparing the Next Generation, is poised for national replication and expansion in the coming year.

Throughout the pandemic, Cause Effective has been able to pivot successfully, by tapping into digital resources that serve more nonprofit leaders in our home base of New York City and beyond, and has since adopted a virtual work model with a permanently remote team.

About the Opportunity
The Director of Philanthropic Engagement role has been established to lead our fundraising and communications efforts that will help take Cause Effective to new levels of success. This is a dynamic period for the organization and an exciting opportunity for a self-directed professional to engage foundations, corporations and individuals in furthering cutting edge programming that supports a wide array of vital causes and takes a bold stand in furthering racial equity.

The successful candidate will oversee the range of fundraising strategies and tactics with primary focus on corporate and foundation funding, major gifts and, in the coming year, a 40th anniversary campaign. This individual will also build Cause Effective’s visibility and brand across the sector and generate strategies to expand the new client pipeline, resulting in additional earned income from consulting assignments.

www.causeeffective.org  212-643-7093  info@causeeffective.org
The Director of Philanthropic Engagement will report directly to the Executive Director, have support from operations staff, and work closely in full partnership with our core team of 9 staff, 7 senior consultants and the Board of Directors.

Funding
Cause Effective seeks to grow its FY 22 operating budget of $1.1 million. Approximately 75% of its budget is derived from philanthropy and 25% from earned income. Historically, major sources of contributed revenue are from foundations and corporations, board members and other individual donors, and government funding.

Major Responsibilities
- Create and implement a strategic development plan that will increase funding, grow and diversify the funding base
- Design and manage a communications and outreach program to raise Cause Effective’s profile and accelerate new business and earned income
- Identify, cultivate and track major institutional and individual funding relationships; explore grant opportunities with foundations and corporations to serve their grantees and grow the prospective client pipeline
- Participate in the budget formulation and funding plan for the replication and expansion of our Preparing the Next Generation program
- Support the Executive Director in identifying and executing institutional and individual major gift solicitations
- Guide the Board and its Ambassadorship Committee to maximize relationships and support solicitation strategies
- Develop a regular schedule of donor cultivation and stewardship strategies and tactics
- Review and refine individual donor, annual giving and Board fundraising campaigns
- Create and lead special fundraising campaigns, starting with the Fall 2022 40th anniversary campaign, collaborating with staff and the Board’s Ambassadorship Committee
- Draft funding proposals and timely reports to funders and donors

Qualifications
- Genuine commitment to Cause Effective’s mission and vision for the future
- Passionate about and committed to issues of racial equity, social justice and integrating equity into fundraising practices
- Demonstrated financial results in leading/managing fundraising programs in foundation and corporate relations, increasing annual giving, and closing major gifts
- Excellent communication skills, versatile writer and compelling storyteller to make Cause Effective’s business case for varying audiences
- Self-directed, innovative thinker experienced in relationship management, donor cultivation and stewardship
- Adept at various digital and social media strategies and platforms to enhance Cause Effective’s online presence
- Competent, well-organized project manager with a demonstrated ability to handle multiple assignments within tight timeframes and impeccable follow-through
- Able to work independently and as part of a small team with a collaborative nature
- Energetic, focused and thrive in a fast-paced environment
- Successful in building and sustaining partnerships with board members and donors
- A minimum of 5 to 7 years of fund development and communications experience
- Demonstrated knowledge of Salesforce or other CRM software to manage fundraising and communications operations
- Knowledge of the NYC philanthropic and business communities preferred
- Experience in consulting work helpful

Cause Effective seeks to achieve impact through a diverse and inclusive workplace that honors the unique talents and lived experiences of each individual. Our vision and values are reflected in all our decisions, including hiring practices. Accordingly, Cause Effective actively seeks people who bring a broad range of backgrounds and perspectives to join us in our work. Cause Effective is an Equal Opportunity Employer.

Salary for this position is $105,000-$120,000, with excellent benefits and a commitment to flexibility to meet staff needs. Cause Effective is a 100% virtual organization and includes a work-at-home stipend in its compensation package. This position is slated to start as soon as possible.

Please submit a cover letter, resume and writing sample to Cause Effective at jobs@causeeffective.org with the title of the position in the subject line. No phone calls.

All inquiries and discussions will be considered strictly confidential.