



# CLEAN GRID

## ALLIANCE



### Senior Development Director

Remote Position: Midwest Location

(Ideal Locations: St. Paul, MN – Chicago, IL – Des Moines, IA – Indianapolis, IN)



## About Clean Grid Alliance



**WIND**



**TRANSMISSION**



**SOLAR**



**STORAGE**

## Advancing Renewable Energy in the Midwest

Clean Grid Alliance (CGA) is a nonprofit organization whose 60+ members include wind, solar and energy storage developers and manufacturers, non-profit environmental, public interest, and clean energy advocacy organizations, farmer organizations, and other businesses that support renewable energy. CGA is a vital player in the fast-changing clean energy sector. Clean energy (and other technologies that will enable a clean and renewable future) is growing rapidly and includes wind, solar, storage, and other emerging technologies like hydrogen —all of which will need CGA's expertise and engagement in the years to come. CGA's current footprint includes nine states: North Dakota, South Dakota, Minnesota, Iowa, Wisconsin, Michigan, Illinois, Indiana and Missouri. CGA's work with the Midcontinent Independent System Operator (MISO) also includes MISO South (Arkansas, Louisiana, Mississippi and a small part of Texas).





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## Areas of Focus

### Leading the Way in the Renewable Energy Revolution

#### Wind:

The most cost-efficient source of renewable energy, wind power blows the Midwest toward a renewable energy future.

#### Solar:

Solar power creates jobs, drives innovation, and strengthens our economy as a key player in moving the Midwest toward a renewable energy future.

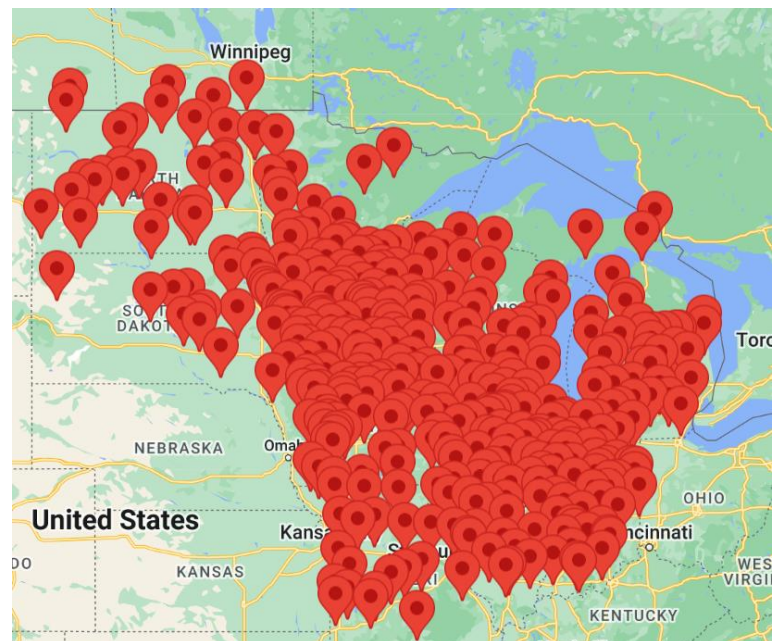
#### Transmission:

Transmission is critical to delivering low-cost energy when and where it is needed.

#### Storage:

Strong storage infrastructure can bring down energy costs by increasing grid efficiency and improving reliability and flexibility.

### Wind & Solar Energy Projects – MISO North





## The Opportunity

The Clean Grid Alliance seeks a **Senior Development Director** to help maximize support for its mission and vision. The Senior Development Director will lead development efforts to support the various programmatic areas at CGA, including MISO/transmission & markets, siting renewables, communications, regulatory/legal, and state policy & advocacy.

Reporting directly to the Executive Director, the Senior Development Director will develop long-term philanthropic relationships with foundations and donors, assist with special events, plan and coordinate strategic steps to reach financial goals, oversee donor communications, and manage development operations.

- ❖ Lead foundation grant research, writing, reporting, and management of key relationships. This will include research associated with new potential funders, drafting and managing the grant application process, and subsequent reports associated with funded projects and initiatives.
- ❖ Assist with CGA special events that require fundraising and/or securing corporate sponsorships.
- ❖ Research, cultivate, and maintain relationships with major foundations, and other key supporters, including working with CGA Board members interested in fundraising and/or utilizing existing philanthropic relationships with .
- ❖ Serve as the lead development staff person to coordinate development efforts with program and operations staff.
- ❖ Advise the Executive Director on the overall foundation/philanthropy development strategy.
- ❖ Represent the organization to key constituencies, internal and external, in partnership with other staff, as needed.
- ❖ Perform other related duties incidental to the work described herein.



## The Candidate

The ideal candidate will have experience identifying, cultivating, soliciting, and stewarding gifts primarily from foundations. The Senior Development Director will be a strong writer and a dedicated, revenue-generating performer with a passion for the CGA mission.

### Required

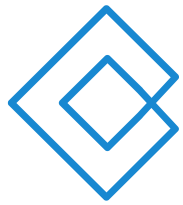
- ❖ Ideally 7 years of experience in grant and major donor development and management experience. Must be able to demonstrate a track record of successful fundraising.
- ❖ Bachelor's degree is required.

### Preferred

- ❖ Understanding, knowledge, and experience in environmental issues, energy, renewable energy, or related fields is a strong plus.

### Skills and Accomplishments

- ❖ Ability to communicate and establish a positive rapport with key C-level executives, experienced philanthropists, charitable foundations, corporations, and senior-level individuals.
- ❖ Ability to work independently and embrace collaboration, teamwork, and flexible thinking.
- ❖ High degree of self-motivation and initiative, with the ability to prioritize, take the lead on major relationships, and follow projects through to completion.
- ❖ Record of partnering with senior leaders and Board members to meet revenue targets and to deepen stakeholder engagement in an organization.
- ❖ Excellent communication skills to discuss complex programs and initiatives with diverse audiences, pulling in CGA Subject Matter Experts as required for prep and/or presentations.
- ❖ Intellectually curious and detail-oriented with the ability to manage multiple tasks efficiently.
- ❖ Results-oriented with a bias for action and strong organizational and management skills.
- ❖ Strong report and proposal writing skills.



## Submit your application at

<https://driwaterstonehc.com/position/senior-development-director-cga/>

### Salary and Benefits

The salary range is \$110,000-\$120,000 depending on experience and the candidate's qualifications. Excellent benefits include 100% employer-paid health, dental, and vision insurance, long short-term disability, generous vacation, 11.5 paid holidays, and 6% base pay contribution to retirement plan after the employee is vested after 1 year of employment.

### Location

The preferred location for the position is in the Midwest; ideally in St. Paul, MN – Chicago, IL – Des Moines, IA – Indianapolis, IN - Remote position. CGA currently has a hybrid work environment and does host quarterly (March, June, September, December) member meetings in Minneapolis/St. Paul which staff attend in person.

### Equal-opportunity Employer

CGA provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and professional development.

DRiWaterstone has been exclusively retained for this engagement. All first-round interviews for this position will be via video conference with DRiWaterstone.

### About DRiWaterstone

DRiWaterstone is a women-founded and led executive search firm recognized by Forbes magazine as one of the leading executive recruiting firms in the U.S. With a focus on purpose and mission-driven organizations, we provide executive search and strategic consulting services to help regional, national, and international clients grow, thrive, and excel.