



Director of Strategic Partnerships Remote Position

POSITION OVERVIEW

DR*i* Waterstone
HUMAN CAPITAL

DRiWaterstone Human Capital
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OVERVIEW

The Clean Grid Initiative (CGI) is a philanthropic collaboration whose mission is to unlock electric transmission solutions for the benefit of all Americans. We want to fundamentally change the conversation about transmission, taking new approaches and engaging new partners to accelerate the growth of transmission capacity and enable faster energy deployment.

CGI envisions a future where a modernized electric grid promises a cleaner, more reliable, resilient energy system that meets the evolving needs of families, communities and businesses while supporting economic growth, national security, and environmental stewardship.

CGI makes strategic grants to educate, foster collaboration, and promote a positive, nonpartisan vision to advance multiple priorities in the energy transition. Our strategic leadership, coordination, and grantmaking encourages new and modernized transmission infrastructure to expand regional and interregional grids through long-term planning, streamlined siting and permitting, and expedited regulatory approval for new transmission projects.

By matching mission-driven funding with the highest-impact grantees working on 21st-century transmission solutions, CGI is filling gaps within a critical area of the energy transformation.

PARTNERS

We are energized by the generous support of our growing number of funders, who share our commitment to advancing sustainable transmission solutions. Likewise, as a funder collaborative and leadership center focused on modernizing the U.S. electric transmission grid, one of CGI's objectives is to support the transmission advocate community. Put simply, we believe our success depends on engaging and empowering this community, so they can make the case for advancing the transmission solutions our grid needs.

CGI is an independent operating project of the nonprofit umbrella organization, Multiplier, a nationally recognized nonprofit with a growing portfolio of innovative initiatives that conserve and protect a sustainable and resilient world (www.multiplier.org).



THE OPPORTUNITY

The Director of Strategic Partnerships will lead all philanthropic strategies for institutional and private funding in support of the Clean Grid Initiative's mission.

The ideal candidate for this position will know the people and institutions who have or could demonstrate an interest in funding urgent solutions related to economic growth, national security, and environmental stewardship. Leading candidates will demonstrate significant experience and success that can support CGI with the expansion of its philanthropic footprint by attracting new institutional donors to its already strong cohort of funders. This is not a traditional fundraising role but rather one that requires a specialized ability to translate, story-tell, and dynamically articulate how CGI and its funding network can have the greatest impact on enabling a cleaner, more reliable, resilient energy system. The Director of Strategic Partnerships will report to and work closely with CGI's Managing Director and Advisory Board. The ideal candidate will have extensive background, knowledge, and relationships in the electricity sector and have the demonstrated ability to translate highly technical subject matter into philanthropic goals and outcomes.

Responsibilities include:

- ❖ Lead and execute CGI's philanthropic partnership strategies, with a goal of attracting at least an additional \$10M-\$20M in funding for the Initiative.
- ❖ Execute a plan with the Managing Director and Advisory Board aimed at identifying and attracting additional funders to CGI.
- ❖ Partner with CGI program staff to understand the transmission ecosystem and levers for change, and to develop sophisticated materials (concept and case presentations, progress reports) that tell a compelling story for current and potential funders.
- ❖ Engage funders by sharing CGI's overall strategy and how transmission expansion fits into funders' overall goals.
- ❖ Expand revenue generating and fundraising activities to support existing programs and the growth of CGI, deepening current funder engagement and developing new funder relationships.
- ❖ Cultivate and sustain robust relationships within the electricity and transmission space, including coalition partners and philanthropic organizations.
- ❖ Shape and drive the focus and priorities of CGI's work in achieving a reliable, affordable, and clean power sector.

Location & Travel:

- ❖ Remote position; residence in the U.S. required.
- ❖ Occasional travel (up to 30%) for conferences, meetings with key funders stakeholders, staff development, and other efforts on behalf of CGI.



THE CANDIDATE

The Director of Strategic Partnerships will be a creative and flexible leader who thrives on developing strategy, telling a compelling narrative, and who is motivated by the idea of increasing CGI's philanthropic partner footprint and investments. The ideal candidate will have a successful track record in the energy and/or grid space and will be able to translate technical ideas in a real-world manner to institutional and private funders and will have traveled in philanthropic circles carrying real, authentic relationships with key funders. CGI seeks a motivated and competitive person who is highly organized and committed to a remote team culture.

The successful candidate will possess a keen understanding of how to activate the vast networks of the Advisory Board and know when the most appropriate opportunities present themselves for the appropriate CGI representative. Understanding nuance and diplomacy with a "we" mentality and not a "me" mentality is essential.

Background:

- ❖ Bachelor's degree required; advanced degree preferred.
- ❖ 5 to 8 years of experience in the philanthropic and/or NGO sectors; ideally in the energy sector.
- ❖ Expertise in energy issue advocacy at the state or federal level is highly desirable.

Skills & Abilities:

- ❖ An entrepreneurial spirit who can combine their knowledge of energy and grid issues with excitement around bringing new funders under the CGI umbrella.
- ❖ Mature, demonstrated partnership-building experience with the ability to engage a wide range of stakeholders, including board members, family foundations, and institutional funders.
- ❖ Strong commitment to CGI's mission and values.
- ❖ Superior problem-solving skills and a sense of curiosity about how to continuously improve the way organizations operate.
- ❖ Strong communication and storytelling skills with a demonstrated ability to synthesize complex topics into compelling narratives.

For entrepreneurial, analytical individuals seeking to make durable progress on the energy transition, CGI presents an exciting opportunity to apply your skills and influence the strategic direction of the organization.



To learn more and to submit an application, please visit:
<https://driwaterstonehc.com/position/director-strategic-partnerships-cgi>

Contact:

Doug Trout is leading this search for DRiWaterstone.
Please contact trout@driwaterstonehc.com

Expected Compensation Range: \$175k

Equal Opportunity Employer

Multiplier and the Clean Grid Initiative celebrate diversity and are committed to building teams and partnerships that represent a variety of backgrounds, perspectives, and skills. Multiplier and the Clean Grid Initiative are also committed to providing an environment of mutual respect that is free from discrimination and harassment. Multiplier and the Clean Grid Initiative prohibit discrimination in its governance, programs, and activities on the basis of race, color, national origin, age, disability, religion, gender, sexual orientation, gender identity, genetic information, political beliefs, reprisal, marital status, amnesty, status as a covered veteran because all or part of an individual's income is derived from public assistance, or for any other non-merit-based factor.

DRiWaterstone is an executive search firm that recruits senior leaders for non-profit and social enterprise organizations. All first-round interviews for this position will take place via video conference with DRiWaterstone.