



Development Director
Washington, DC



Search conducted by [Development Resources, inc.](http://www.driconsulting.com) www.driconsulting.com

A Catalyst for Energy Efficiency

The American Council for an Energy-Efficient Economy (ACEEE) is a national non-profit working to build a clean energy future. It sees the efficient use of energy as critical to addressing climate change, producing a vibrant economy, and improving both our environment and public health. Founded in 1980 by leading energy researchers, ACEEE is widely recognized as America's center of expertise on energy efficiency. Its reputation is based on the quality, credibility, and relevance of its work, as well as its nonpartisan approach.

Over the last 39 years, the United States has made significant strides in improving energy efficiency. Yet enormous opportunities remain. ACEEE is working to overcome barriers and accelerate the pace of efficiency gains in order to help consumers, create jobs, grow the economy, increase resilience, and mitigate climate change. ACEEE's thorough, externally-reviewed technical work is widely relied on by decision makers and the media as they seek to understand and guide the country toward an energy-efficient future.



ACEEE's Strategy

To advance smart and sustainable use of energy, ACEEE conducts research to establish and promote the economic, climate, health, and equity benefits of energy efficiency. ACEEE research explores energy-saving strategies in buildings, equipment, utilities, factories, power plants, agriculture, transportation, and consumer behavior. As the top convener of energy efficiency professionals, ACEEE also brings together utility managers, regulators, government officials, academic researchers, and advocates around the country to spark discussion and solutions. Building on its research and outreach, ACEEE helps policymakers at the local, state, national, and international levels develop effective policies and programs that save vast amounts of energy and reduce harmful greenhouse gas emissions.

ACEEE's Culture

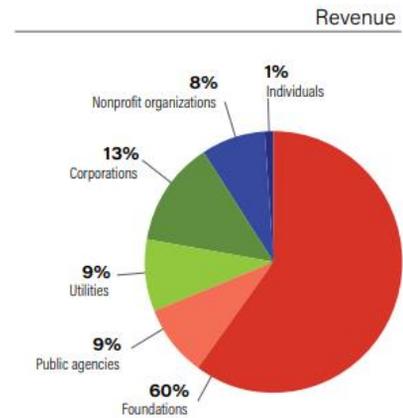
ACEEE's organizational culture is collaborative and team-oriented, with a strong commitment to its mission. Staff work at an energetic pace within a dynamic and entrepreneurial environment, with opportunities for professional growth and development. There is a high degree of workplace flexibility with an emphasis on results, making ACEEE an enjoyable and fulfilling place to work.



The Development Program

ACEEE raised approximately \$9.45M in unrestricted revenue in 2018. ACEEE realizes about 60% of its annual revenue from foundations, while conference sponsorships generate about 20% of its income. Grants from federal and state governments, research contracts, and contributions make up the final 20% of ACEEE's revenues. To date, ACEE has had limited support from individual donors; it has a Salesforce database of about 130,000 contacts.

Fundraising activity at ACEEE is decentralized in an organization-wide culture of philanthropy, with the executive director, research director, and program directors all having a role. A successful corporate affiliates program is managed by the organization's Ally Program lead.



Expanding Institutional Relationships

In its 2018-2020 strategic plan, ACEEE lays out a framework to maintain and grow the organization by diversifying foundation funding, expanding its corporate affiliate program, and increasing individual participation through support for its scholarship fund and bequests.

ACEEE's institutional relationships are a particularly important part of this plan. ACEEE reliably secures support from a core group of nearly 20 major foundations but has room to diversify this group and expand national support for an energy-efficient and low-carbon economy. Recent analysis has also identified opportunity for significant growth in partnerships with major corporations, who provide support through a corporate membership program, conferences, and research. ACEEE engages a wide range of firms in the energy sector, and the expansion of these relationships deepens its knowledge of companies on the front lines of energy delivery while enlisting new supporters in the work to align energy efficiency and economic goals.

Efforts to grow the development program will leverage ACEEE's upcoming 40th Anniversary in 2020. To celebrate, ACEEE will host a kickoff retreat in November 2019 that will give members of its Ally Program a sneak peak of the organization's future while personally inviting them to be a part of it. In November 2020, ACEEE will hold a celebratory retreat that will serve to re-examine its vision in the context of the Presidential election results.



The Opportunity

ACEEE seeks a Development Director to play a critical role in executing its fundraising goals and strategy through its 40th Anniversary campaign and beyond. Reporting to the Chief Operating Officer, the Development Director will refine, implement, and periodically reset a strategic direction for fundraising, working closely with the executive team and program directors to strengthen stewardship of existing funders and cultivate new funders. With a two-person team, the Director will focus efforts on diversifying and expanding ACEEE's foundation and corporate relations programs while providing overall leadership for all revenue streams.

- ❖ Take ownership of the organization's three-year fundraising plan and address annual and long-term needs by increasing and diversifying the base of support.
- ❖ Lead a robust culture of philanthropy with organization-wide participation in all fundraising efforts, including identification, cultivation, solicitation, and stewardship.
- ❖ Coordinate prospect research and establish priorities for cultivation.
- ❖ Support staff by identifying relevant grant opportunities and developing proposals.
- ❖ Oversee and collaborate on all corporate relationship-building efforts, including solicitation strategy and meeting prep.
- ❖ Oversee and implement the fundraising plan for the Linda Latham Scholarship Fund.
- ❖ Support the ongoing 40th anniversary fundraising campaign.
- ❖ Ensure Board members and staff are adequately staffed and prepared for all donor interactions.
- ❖ Serve as an ambassador of ACEEE to donors.
- ❖ Supervise two development staff members (a development coordinator and staff member managing corporate ally program).
- ❖ Coordinate the production of donor collateral, including outreach emails, concept papers, letters of inquiry, acknowledgement letters, impact reports, stewardship emails, etc.
- ❖ Amplify the visibility of ACEEE and its range of giving opportunities among key donor constituencies through donor communications and other efforts.
- ❖ Oversee efforts to strengthen Salesforce as an all-encompassing fundraising system.
- ❖ Ensure that gift processing systems are maintained in an accurate and timely way to provide appropriate recognition and support to donors and accurate donor data tracking.





The Candidate

The ideal Development Director will be comfortable balancing an externally-facing role with internal strategic planning to generate growth for the organization, rather than maintain the status quo. The ideal candidate will have a proven track record of developing new funding sources, growing existing ones, and fostering a culture of philanthropy throughout an organization.

Background

- ❖ At least 10 years of relevant experience in non-profit fundraising.
- ❖ Bachelor's degree is required; Master's degree preferred in English, social sciences, business, or a relevant field (e.g., policy analysis, energy, engineering, or science).
- ❖ Familiarity/experience with energy or environmental issues is preferred but not required.

Fundraising Skills and Experience

- ❖ Proven track record of developing new funding sources and growing existing ones, particularly foundation and corporate donors giving at the 6- and 7-figure level.
- ❖ Ability to inform, guide, and collaborate with an executive team to develop a strategic fundraising direction and implement best practices.

- ❖ Experience working closely with program experts on grant proposals and submissions, donor meetings, and other aspects of the development process.
- ❖ Demonstrated record of creatively working with funders and program staff to develop and package projects to align with funder interests and priorities.
- ❖ Ability to develop compelling communications that demonstrate impact, engage donors, and encourage increased support.
- ❖ Proficiency in Microsoft Office, prospect research tools, and internet research; experience with Salesforce a plus.
- ❖ Excellent writing, oral, and presentation skills.

Leadership Skills

- ❖ Ability to prioritize assignments and develop and manage a defined work plan.
- ❖ High degree of initiative, with the ability to identify problems and develop effective solutions that benefit the organization.
- ❖ Ability to quickly grasp complex concepts and communicate them effectively both internally and externally.
- ❖ Ability and willingness to work effectively with a team to achieve goals.





Submit résumés and CVs
via email to search@driconsulting.com

All first-round interviews for this position will take place at Development Resources, *inc.* at 1820 N. Fort Myer Drive, Suite 702, Arlington, VA 22209, (703) 294-6684, or via telephone/video conference.

DRi is an executive search and development consulting firm that places senior executives and works with them to build talented staffs, develop bold strategic plans, and design powerful fundraising programs.

The American Council for an Energy-Efficient Economy is an Equal Opportunity Employer and is seeking a diverse slate of qualified candidates for formal consideration.



Search conducted by [Development Resources, inc.](http://www.driconsulting.com) www.driconsulting.com