

One Project

Philanthropic Partnerships Lead

Remote (PT time zone preferred)

Candidates must have authorization to work in the USA



WHO WE ARE

One Project is a nonprofit social venture that is co-creating the infrastructure for a new kind of economy — one that puts people and the planet first. We believe today's economic systems, which reward profit above all else, are driving a global polycrisis marked by ecological devastation, social and economic inequality, and endless conflict. In response, communities around the world are already creating viable alternatives. Since our launch in 2019, One Project has been dedicated to supporting this emerging ecosystem by listening deeply, researching root causes, and funding transformative work — investing over \$32 million to date in community-driven efforts.

Our role is to serve as a bridge and builder in the transition to a new economy. Guided by input from more than 300 field leaders and organizations, we've learned that what's needed now is shared infrastructure that can move resources into community control. That's why we've created **Common** — a technology platform that enables global coordination of people, projects, and resources toward democratically defined goals. Through Common and our broader network, we help nurture and connect the growing movement for a regenerative, just, and inclusive economy.

WHAT YOU'LL DO

At this exciting point in our evolution, One Project is seeking an entrepreneurial leader to serve as our inaugural Philanthropic Partnerships Lead. This position will build upon One Project's track record as a participatory grant maker, develop and engage a network of like-minded funders, and execute innovative fundraising strategies that result in transformative investments in the new economy field. Specifically, the Philanthropic Partnerships Lead will:

Design, implement, and operationalize a robust fundraising strategy and function in order to engage a network of high-net-worth individual and institutional funders.

- Build upon, qualify, and create individualized cultivation plans for a pipeline of prospects that leverage One Project's many connections within the technology, philanthropic, and economic and social justice landscape.
- In partnership with the Platform and Ecosystem Engagement teams, develop and execute specific strategies to direct funding for projects on the Common platform and that result in channeling resources to entrepreneurs, innovators, and grassroots groups on the ground.
- Look beyond traditional philanthropy (e.g., impact investing, public financing) in order to diversify revenue sources for the capital fund.
- In partnership with the Communications and Marketing Lead, create a compelling value proposition, key messaging, and funder-facing collateral (e.g. donor decks, concept notes, proposals, etc.) that clearly articulates One Project's unique positioning within the current political and philanthropic landscape.
- Ensure One Project's presence and visibility at key conferences and convenings in the progressive philanthropy and new economy space; leverage One Project's position as a thought partner to continue the cross-pollination of ideas.

Design and build a transformative funder community and experience

- Establish a philanthropic collaborative comprised of funders with the capacity to make 6-8+ figure investments in regenerative economy initiatives and One Project's organizational development needs, including the full implementation of the Common platform.
- Work closely with the CEO and President to recruit for and build the funder community.
- Cultivate deep personal relationships with key funders and philanthropic leaders through regular engagement, authentic connection, and shared vision alignment.
- Strategically develop and expand networks by attending high-impact conferences, participating in relevant industry events, and nurturing meaningful professional connections within the funding ecosystem.
- Provide coaching and thought partnership to Founder & President, Chief Executive Officer, and other key leaders to act as lead players in funder engagement, influence, and community building.
- Create unique funder opportunities to engage with the broader new economy community, such as learning journeys and impact tours, and other activities that strengthen funder practices around democracy, trust-based philanthropy, impact, and navigating privilege plus power.
- Build systems that enable transformational giving. Architect pathways to significant funding, including expertly leveraging teammates, organizational leadership, and institutional relationships to inspire major commitments.

Serve as a team lead, people manager, and champion of One Project's mission and values

- Stand up the infrastructure for development operations, including systems and processes to track and maintain donor data, moves management, pipeline management, and reporting.
- Oversee all administrative/operational duties of the team, e.g. budget creation, expense monitoring, technology systems.
- Supervise, mentor, and support the professional development of a 2-member philanthropy team. Identify staffing needs and build the department as needed.
- Share learnings from funder engagement to inform evolution of One Project's organizational strategy, priorities, and programs.
- Serve as a compelling ambassador for One Project with a passionate fluency and nuanced understanding of the context, trends, and key players working in the new economy movement and ecosystem.
- Collaborate across One Project's teams and programs to build a fundraising culture and approach centered on solidarity and justice.

WHO YOU ARE

You may be who we are looking for if you are...

- **An enthusiastic advocate for One Project's mission and vision.** You are energized to join a social venture on a mission to nurture a just transition to a regenerative democratic economy. You thrive on a team that values unconditional respect, pursuit of truths, universal compassion, conscious evolution, anti-supremacy, creativity, and joy.
- **A fund development professional with demonstrated success in securing transformative gifts.** You bring significant experience in raising 6-8+ figure gifts from HNW individual and institutional supporters in a nonprofit or foundation setting. Experience working towards large scale systems change (i.e., trust-based philanthropy, donor networks, economic, climate, or social justice work) is a plus.

- **A “big picture” thinker with the ability to implement tactically.** You approach fundraising with intellectual curiosity and are hands-on in translating strategy into tangible activities and goals. You integrate fundraising best practices with creative thinking and approaches that challenge conventional donor practices.
- **An intentional relationship builder who develops rapport easily and fosters trust.** You have a warm, energetic, and authentic personality that translates to developing new relationships and deepening existing ones. You navigate diverse settings skillfully and are a natural connector, bridge-builder, and network weaver. People feel valued and respected around you.
- **A compelling writer, storyteller, and communicator.** You are skilled in analyzing, breaking down, and communicating complex ideas in ways that inspire others to action. You leverage data and stories to create narratives that articulate the “why” behind an organization’s mission and impact. You are experienced in creating proposals, pitch decks, and other funder-facing materials.
- **An empathetic leader who leverages individuals’ strengths and fosters collaboration.** You have experience in managing and coaching direct reports for high performance and accountability. You work effectively on diverse teams (across identities, lived experience, workstyles, and thought) and rally others around a shared vision. You skillfully “manage up” to senior leaders on donor engagement.
- **A well-organized and resourceful project manager with operational know-how.** You bring skill in leading and prioritizing multiple projects and workstreams. You understand the behind-the-scenes aspects of fundraising and create processes/systems that drive efficiency and success. You are proficient in utilizing technology to track data for the full donor lifecycle.
- **An entrepreneurial spirit who is excited by growth and big ideas and thrives in a start-up environment and emerging field.** You are not afraid to hustle and chart new ground in a dynamic setting. You create order from ambiguity, demonstrate learning agility and willingness to act on feedback. You demonstrate good judgment and exercise discretion when working in conditions with nuanced political and economic considerations.
- **A staunch proponent for social and economic justice.** You have experience navigating privilege and power as it relates to wealth and social/economic identities. You apply this knowledge in internal team dynamics and externally by coaching, modeling, and educating donors.

At One Project, team members bring our values to life when they:

- Drive clarity by connecting work to purpose and help others understand the "why" behind decisions.
- Support teammates' success as readily as their own, sharing knowledge and pitching in across boundaries.
- Communicate directly with empathy, giving and receiving feedback in service of growth.
- Actively seek diverse perspectives and create space for others' unique strengths to shine.
- Build trust through consistent follow-through and transparent communication.
- Find creative solutions by embracing nuance and moving beyond either/or thinking.
- Deliver excellence through careful work, measurable results, and continuous improvement.

WORKING AT ONE PROJECT

One Project strives to be a place where a diverse mix of talented people are empowered to bring their full, authentic selves to do their best work. Our goal is to build a team that reflects the world we live in and celebrates multiple approaches and points of view. We believe diversity drives innovation and every idea deserves consideration and respect. We have an unwavering commitment to inclusion across

educational background, gender identity and expression, sexual orientation, religion, ethnicity, age, citizenship, socioeconomic status, disability, and veteran status.

The salary for this role is \$250,000. One Project offers competitive salaries and comprehensive benefits to attract the strongest candidates and to reflect our values. Benefits include:

- Insurance: Health, Dental & Vision. 100% coverage for you, 75% coverage for your dependents, Short Term and Long Term Disability Insurance Term Life Insurance.
- Unlimited Personal Time Off & Sabbaticals. All employees are granted unlimited time off as well as Sabbatical time after a certain length of employment.
- Stipends. Home office technology + equipment (up to \$4,750). Annual stipends and support for wellness, professional development + internet (up to \$3,550).
- Retirement Savings. 403(b) with employer contribution. One Project will contribute 5% of eligible compensation quarterly. Employer contributions are 100% vested with immediate effect.

This is a remote position that requires ability to work in US-time zones and to travel for funder meetings, funder community gatherings, conferences, and in-person team collaboration. Applicants need to be legally allowed to work in the US.

HOW TO APPLY

Apply [here](#) with 1) your resume and 2) a thoughtful cover letter that describes your interest in One Project and the Philanthropic Partnerships Lead role, including any specific experience (professional and lived) that prepares you for this position. Please address your cover letter to Jidan Terry-Koon, Head of Ecosystem Engagement.

OUR HIRING PROCESS

Once you have submitted your application, you will receive an automated confirmation. We review applications on a rolling basis and strive to respond within 2 weeks of submitting your application. We strive to have an inclusive hiring process that includes opportunities for us to get to know you and vice versa. Our process includes:

- An initial phone or video interview
- A second video interview with our Head of Ecosystem Engagement
- A panel interview with 4-5 team members
- Reference checks
- Final 1-on-1s

On occasion, we may invite other team members to participate in the interview process and/or touch base with finalist candidates by phone. We understand that candidates' time is limited and that these conversations will be seen as invitations to learn about One Project and ask questions.

One Project has retained DH Search to support the search for a Philanthropic Partnerships Lead. DH Search partners with mission-driven organizations to hire the people they need to create a more just and equitable world. Learn more at www.dhsearch.net.