

Director of Development

The Director of Development will have the opportunity to play a significant role in shaping the expansion of Friends of + POOL's operations. The role will work closely with Friends of + POOL's Managing Director and Board, spearheading annual fundraising and external relations. We're looking for someone who is ready to hit the ground running; someone who can strategize collaboratively and spearhead projects independently. As a new role in an incredibly unique, innovative nonprofit, the new team member will have the opportunity to forge their own pathway, approach and strategy. We're looking for an ambitious individual with an entrepreneurial spirit, but one who is driven by a passion for the environment, public space, and all things New York City. The ideal candidate will be a curious city-lover with big ideas who is not afraid to execute with impeccable communication, organization and multitasking skills. The role will be a key relationship builder for the organization and help lay the foundation for the next phase of the organization's work in partnership with the City and State of New York.

Background

Friends of + POOL was born out of an idea for a water-filtering floating swimming pool proposed by four designers, Dong-Ping Wong, Archie Lee Coates IV, Jeffrey Franklin, and Oana Stanescu. The project's design captured the public's imagination and the designers launched a nonprofit organization in 2015 to support its realization with a mission to provide free and safe access to the waters for swimming. Since its founding, Friends of + POOL has developed free learn-to-swim programs, environmental education programs and workforce development programs to prepare New Yorkers for free and safe access to their rivers, while working to fully engineer + POOL's filtration system, establish a public/private partnership with the New York government, advocate for regulatory change to support safe access to city waters and develop + POOL.

Note! There is nothing cookie cutter about our work! If you are expecting to do the same thing every day or follow an assigned list of tasks, this is not the role for you. All roles are constantly evolving at Friends of + POOL but the following tasks will help kick you off:

Responsibilities

Fundraising Strategy and Leadership

- Develop and execute comprehensive fundraising strategies aligned with organizational goals.
- Lead and inspire the fundraising team to achieve ambitious revenue targets.
- Build strong partnerships with the board, leadership, and external stakeholders.

Donor Development and Management

- Identify, cultivate, and steward high-value individual, corporate, and foundation donors.
- Oversee donor relationship management processes and track donor engagement.
- Expand the donor base through strategic outreach and cultivation.

Grant Acquisition and Management

- Research and secure government and foundation grants to support organizational initiatives.
- Manage grant compliance and reporting requirements.

Campaign Management and Execution

- Develop and implement successful fundraising campaigns, including endowment drives and special events.
- Oversee the creation of compelling fundraising materials and messaging.
- Track campaign performance and adjust strategies as needed.

Team Leadership and Management

- Recruit, hire, and develop a high-performing fundraising team.
- Delegate tasks and responsibilities effectively.
- Provide mentorship and coaching to team members.

Desired Experience/Skills**Fundraising Expertise**

- Minimum of five years of fundraising experience with graduated responsibility
- Experience securing 6-7 figure gifts

Leadership and Management

- Experience overseeing a small and nimble fundraising team
- Strong organizational and time management skills with impeccable attention to detail

Communication and Interpersonal Skills

- Excellent communication skills, both verbal and written

Project Management and Campaign Execution

- Experience spearheading fundraising events, auctions and/or other fundraising campaigns a must
- High energy, creative thinking, and team-player attitude

Technical Skills

- Experience in Adobe Creative Suite, InDesign, Wordpress required
- Understanding of fundraising databases
- Should be social media savvy

Additional Skills

- Experience in crowdfunding and committee fundraising desired

- Experience with the production and sale of merchandise (a plus)

Work Environment

- Comfort working in a fast-paced, ever-changing environment

Note: This job requires some evening and weekend work. This job is hybrid and staff are expected to be in the office Tues-Thurs, in addition to attending all in-person programs and events.

This is a paid full-time position with health benefits. Starting salary range for this position is \$115K-\$150K. Salary is commensurate with experience.

To Apply

To apply, please email a single PDF document including a cover letter, resume, writing samples and salary requirements to careers@pluspool.com with the subject line “Director of Development Submission”. Incomplete applications will not be reviewed.

Application Tip: we want to hear your ideas and understand your ability to execute. We want to know which skills listed in the job description you feel are your strengths and examples of how you have demonstrated these skills in your career.

Friends of + POOL is an equal employment opportunity employer. All qualified applicants will receive consideration for employment without regard to race, creed, color, national origin, sex, age, handicap, marital status, sexual orientation or citizenship status.