

(Senior) Philanthropic Partnerships Manager

Position Summary

The (Senior) Philanthropic Partnerships Manager will play a critical role in securing unrestricted and institutional funds towards achieving IPA's mission and vision. This role will primarily be responsible for stewarding mid-level donors, as well as designing and executing an expansion of our mid-level giving program.

The (Senior) Manager, Philanthropic Partnerships will report to the Associate Director, Philanthropic Partnerships and will work closely with the entire philanthropy team to identify, cultivate, solicit, and steward new donors as well as maintain relationships with existing donors. The Senior Manager, Philanthropic Partnerships will also play a key role in identifying new prospects to support IPA's unrestricted revenue goals, including a five-year, \$15 million capital campaign launched in Fall 2023.

The ideal candidate will have a passion for philanthropy, partnership, and IPA's mission; be skilled in communicating technical work to non-technical audiences in a compelling way; excel in activity and project management with high attention to detail; and have at least 5 years of relevant experience including 3+ years of front-line fundraising and/or donor communications for a non-profit organization, preferably a related field.

Responsibilities

40%

- Create a comprehensive strategy for donor cultivation for an existing portfolio of donors, including solicitation and retention based on the donor's giving history and capacity.
- Meet with donors/funders and prospective relationships on a regular basis and document all actions in Salesforce.
- Design annual fundraising strategy, including annual and multi-year planning, individual donor, and partnership strategy.

40%

- Develop and expand IPA's existing mid-level donor portfolio engagement with support from Philanthropy leadership, keeping it aligned with industry best practices..
- Design and produce development materials and collateral (customized donor proposals, booklets, brochures, signage, etc.), as appropriate with the campaign timeline.
- Plan and lead fundraising and awareness-raising events in collaboration with board members, other senior staff, and researchers.
- Strengthening the team's infrastructure and culture to meet philanthropic partnership and revenue goals.

20%

- Maintain accurate records of donor/funder outreach and solicitation plans and create reports as required by management that accurately reflect fundraising.
- Coordinate online and in-person events targeting current and prospective donors/funders, contributing to the strategy for each event.
- Maintain key relationships and an awareness of current projects at IPA

Qualifications

Required

- Successful track record in supporting philanthropic plans and programs.
- Understanding of fundraising best practices and the ability to think strategically with managing relations and stewardship.
- Experience fundraising for a research organization.
- Exceptional written and verbal communication skills, with the ability to effectively

position the organization and communicate its vision and plans to a range of audiences.

- Ability to interact effectively with a high degree of professionalism and to forge trusting relationships based on shared values.
- Experience working effectively and respectfully with colleagues at all levels, and high-level external stakeholders such as high-net-worth individuals and organizational leaders.
- Self-motivation, curiosity, and adaptability will be essential for success in this position.
- Strong ability to manage up and across, collaborative team player, and strong interpersonal skills.
- Excels in activity and project management with a high attention to detail, while mindful of the bigger picture.
- Ability and willingness to travel to visit donors and prospects. Must be able to travel domestically and internationally up to 20% of the time.

Preferred

- Familiarity with non-profit CRM (grants and donor management) is highly preferred
- Experience fundraising for a research organization is a plus.

Compensation:

IPA's compensation structure is designed based on the labor market for the specific geographic location where the employee is located. We are offering the following salary ranges for this position:

- Senior Manager is classified as "C3" on IPA's global job structure.
- For US-based employees, the starting annual gross salary is \$80,000 with a maximum of \$80,000

Actual base salary may vary based upon, but not limited to, relevant experience, base salary

of internal peers, business sector, and geographic location.

Reports to

Associate Director, Philanthropic Partnerships

Deadline to Apply

July 2nd, 2024

Location

New York, NY or Washington, DC

Application Instructions

[Click here](#) to apply now.

About IPA

Innovations for Poverty Action (IPA) is a research and policy nonprofit that discovers and promotes effective solutions to global poverty problems. IPA brings together researchers and decision-makers to design, rigorously evaluate, and refine these solutions and their applications, ensuring that the evidence created is used to improve the lives of the world's poor. In recent decades, trillions of dollars have been spent on programs designed to reduce global poverty, but clear evidence of which programs succeed is rare, and when evidence does exist, decision-makers often do not know about it. IPA exists to bring together leading researchers and these decision-makers to ensure that the evidence we create leads to a tangible impact on the world. Since its founding in 2002, IPA has worked with over 600 leading academics to conduct over 900 evaluations in 52 countries. This research has informed hundreds of successful programs that now impact millions of individuals worldwide.

IPA's Commitment to Diversity, Equity, & Inclusion (DEI)

As an organization, IPA is dedicated to improving the lives of the world's most vulnerable populations through evidence and policy. We also recognize how important it is for our staff to reflect the diversity of the places where we work and the communities we work with. As such, IPA is committed to hiring from a diverse pool of candidates, from a range of backgrounds, beliefs, experiences, and perspectives. We know that this makes our work stronger and more responsive to the challenges faced by those we work with and for and we encourage people from historically underrepresented groups to apply. Click [here](#) to learn more about IPA's commitment to diversity, equity, and inclusion.

Innovations for Poverty Action is an affirmative action-equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, protected veteran status, or any other protected class. IPA will endeavor to make a reasonable accommodation to a qualified applicant with a disability unless the accommodation would impose an undue hardship on the operation of our business. If you believe you require such assistance to complete this form or to participate in an interview, please contact us at jobs@poverty-action.org or via phone at 1-202-386-6200. The above statements are intended to describe the general nature and level of the work to be performed by the specified position. The statements are not intended to be an exhaustive list of all possible duties, tasks, and responsibilities. Management reserves the right to amend and change responsibilities to meet organizational needs as necessary. Please note that IPA will never request any form of payment from an applicant. Applicants are encouraged to confirm the information listed above with IPA prior to releasing any extensive personal information to the organization. Please direct questions to jobs@poverty-action.org. Please note that only qualified applicants will be contacted by the hiring manager.