



## **Position:** blueEnergy US Development Director

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**Primary Location:** San Francisco, CA

**Reports To:** Executive Director

### **Description of Organization:**

blueEnergy is an international nonprofit organization that works to break the cycle of poverty to create a world of sustainable living and opportunity for all. The organization does this by creating opportunities for sustainable development in severely marginalized communities and by developing leaders working internationally for a more equitable, sustainable world.

blueEnergy creates impact in Nicaragua, both locally and nationally, as well as internationally. At the local level, blueEnergy delivers renewable energy, clean water, and other key services to marginalized communities on Nicaragua's Caribbean Coast utilizing a holistic approach to community development and capacity building. At the national level, blueEnergy is facilitating and strengthening a network of renewable energy service providers to expand access to sustainable energy across Nicaragua. At the international level, blueEnergy is playing a lead role in the creation of a network of organizations working with locally produced, small wind turbines for rural electrification.

blueEnergy's project headquarters are located in Bluefields, Nicaragua. There, the organization recruits a diverse, multi-cultural team of international volunteers and local and international staff. This unique organizational structure amplifies blueEnergy's impact and provides the volunteers themselves with a transformative experience to help them reach their global leadership potential.

The blueEnergy Group is made up of blueEnergy International, blueEnergy US, blueEnergy France, and blueEnergy Nicaragua. blueEnergy US and blueEnergy International are both located in San Francisco, CA, where access to resources, strategic partners, and top collegiate talent provide the human and financial capital for the organization's mission of building a more equitable, sustainable future.

More information is available on our website at [www.blueEnergyGroup.org](http://www.blueEnergyGroup.org) and in our online newsletter, the [blueNews](#).

### **Description of Position:**

blueEnergy is looking for talented, committed individuals to join our diverse, dynamic organization, and can offer many opportunities for meaningful personal and professional growth. Currently blueEnergy is seeking a proactive, adaptable individual with a strong commitment to social change to grow and lead our US development team. As Development Director, this individual will also coordinate the organization's international development team. This full-time position is located in San Francisco and will report to the Executive Director.

The Development Director will be responsible for increasing blueEnergy's revenue generating capabilities by growing the organization's internship and research programs, submitting grant proposals, and coordinating events in the Bay Area. Other responsibilities include working

closely with the Executive Director, France Country Director, and Nicaragua project team to realize the organization's vision for building a more equitable, sustainable world.

Candidates must have exceptional teamwork and communication skills, and be able to thrive in a fast-paced, entrepreneurial environment.

### **Responsibilities:**

#### *Oversee the development activities for blueEnergy US*

- Create a comprehensive plan for revenue generation that meets annual targets and aligns with blueEnergy's mission, values, and strategy
- Cultivate university partnerships to grow blueEnergy's Service Learning Program, Student Research Group program, and to engage qualified volunteers in Nicaragua
- Cultivate new grantor relationships and corporate sponsorships
- Maintain ongoing relationships with current grantors, donors, and corporate sponsors
- Represent blueEnergy at high-level external meetings and events to build blueEnergy's profile in the Bay Area and across the country
- Coordinate blueEnergy's Service Learning program and Student Research program by screening US applicants, managing pre-departure logistics, and assisting with post-program re-emersion
- Develop and track proposals and reports for all US-sourced foundation and corporate fundraising opportunities
- Develop fundraising materials (e.g.: fliers, newsletter articles, and website postings)
- Oversee organization, coordination, and execution of special events in the Bay Area
- Assist Executive Director in prospecting new funding sources

#### *Coordinate blueEnergy's International Fundraising Team*

- Act as Committee Chair for blueEnergy's International Fundraising Committee to coordinate project opportunities in Nicaragua with funding opportunities internationally
- Act as key thought partner to blueEnergy's international leadership team on blueEnergy's revenue model and strategy

### **Qualifications:**

- Excellent relationship-building skills, sense of humor, and ability to communicate professionally and diplomatically with a wide variety of constituencies
- Demonstrated ability to translate strategy into actionable goals and tasks
- Strong self-direction, flexibility, and attention to detail
- Strong ability to multi-task and take tasks to completion
- Strong ability to juggle competing priorities in a complex and fast-paced environment
- Exceptional resiliency and organizational skills
- Demonstrated ability to balance creativity and structure
- Experience in development or fundraising work in an entrepreneurial environment strongly preferred; experience with sales and/or earned revenue a strong plus
- Intermediate Spanish language (written and spoken) a strong plus
- Familiarity with Salesforce a plus

blueEnergy's early-stage non-profit environment will provide ample opportunity for personal and professional growth. The Development Director position offers potential opportunities for international travel to Nicaragua and France and domestic travel to meet with organizational decision makers and build strategic partnerships.

Financial compensation is negotiable and based on experience; however, please be aware that blueEnergy is a small non-profit organization and compensation is scaled accordingly.

**Interested in Applying?**

Send resume and persuasive cover letter addressed to Lizzie Reisman at [job@blueenergygroup](mailto:job@blueenergygroup), with the subject line, “blueEnergy Development Director position”. Be sure to mention why you are interested in this position and blueEnergy and how your skills and experiences meet the qualifications of the position.

Accepting applications through April 6<sup>th</sup>, 2011.