



Manager of Grants and Research

The Opportunity

This team member has the exciting opportunity to play a role in changing the future of transportation by helping gain the support necessary to guide policy efforts at the federal, state and local levels. When SAFE was founded, there was no viable path to achieving energy security by using a diverse set of American fuels in transportation disconnected from the volatile and manipulated global market. With the vehicle technology that exists today, however, there is a clear path forward and SAFE and the EC are leading the charge. The technology has advanced from being “one day” to “today” with dozens of models available and dozens coming soon. Price parity is seen as achievable in the near term.

Governments at all levels are pushing the market towards electrification, manufacturers are making commitments to all-electric fleets and investing billions of dollars in their development. Meanwhile, the infrastructure build out is expanding. The recognition of the benefits of EVs, including national and energy security, economic development, air quality, public health and climate change are becoming well recognized. The next few years present an incredible opportunity to speed and secure an electric future.

SAFE and the EC seek a highly-motivated and experienced Manager of Grants and Research to join our team based in Washington, D.C. This team member will be focused primarily on growing the impact of our organizations through strategic and effective grant writing. The team member will also help us keep a keen eye on organization through our Grants Management system, CRM and Moves Management, overall development support, and aiding key research.

The Manager of Grants and Research will report directly to the Vice President, Development and will collaborate with internal staff (at SAFE and the EC) in development, policy, government relations, finance and communications.

1. Key Responsibility—

- A. **Grant Writing:** Write winning, revenue-generating proposals. Help identify the potential funding sources and work with the team to assemble the information needed to submit a persuasive, personalized request.

2. Secondary Tasks:

- A. **Grants Management:** Manage and maintain the organizations’ portfolios of foundations, funding opportunities, and contract opportunities; specifically, coordinating and directing grant proposals, interim and final reports, and relationships with program directors and managers. The Manager of Grants and Research will coordinate with SAFE and EC policy, political, development and communications staff as needed to develop new proposals and ensure that reporting on existing grants is complete, accurate, and timely.
- B. **CRM and Moves Management:** Provide and update fundraising and prospect data and information for CRM (Salesforce).
- C. **Research:** Identify and screen prospective individual donors, foundations, and other opportunities for support. Develop solicitation strategies for prospects and work with CEO, Executive Directors, and Development team to revise and implement proposed strategies.
- D. **Development Support:** Provide general assistance as needed for the Development team, from event preparation to administrative tasks.

Professional Qualifications--Mandatory:

- A writer who has impeccable precision, clarity, and persuasion.
- Rapid and effective writing, which the candidate thoroughly enjoys!
- Under promise and over deliver!

Other Useful Skills:

- 2-3 years of professional experience in nonprofit fundraising.

- High energy and passion for SAFE and the EC's mission and great interest in foundation and individual philanthropic efforts.
- Self-starter with the ability to take self-directed initiative.
- Embraces SAFE and the EC's strategic direction.
- Enjoys working collaboratively and willing to pitch in and help others when needed.

Salary/Benefits

The opportunity garners a competitive salary and benefits package, \$70,000-90,000 for individuals based in Washington, D.C. Salaries are localized to applicant's geographic location. We are open to both experienced and newer candidates; the offer will be reflective of a candidate's individual experience level. We offer a competitive health benefits package paid fully by employer, 401K with 3% employer contribution and life insurance, as well as other benefits to be detailed in the offer.

To Apply

Please send cover letter, resume and a writing sample to careers@secureenergy.org with subject "Manager of Grants and Research."

About Securing America's Future Energy (SAFE) and the Electrification Coalition

SAFE is an action oriented, non-ideological organization working to enhance the nation's energy security and economic resurgence and resiliency by advancing transformative transportation and mobility technologies and ensuring that the United States secures key aspects of the technology supply chain to achieve and maintain our strategic advantage.

When SAFE was founded, there was no viable path to achieving energy security by using a diverse set of American fuels in transportation disconnected from the volatile and manipulated global market. With the vehicle technology that exists today, however, there is a clear path forward and SAFE is leading the charge. Near-total reliance on petroleum in the transportation sector undermines the nation's economic and national security and constrains U.S. foreign policy. To combat these threats, SAFE advocates for the widespread use of alternative fuels including electricity, natural gas and hydrogen, deployment of connected, shared and autonomous vehicles, responsible domestic production of U.S. resources, and improvements in fuel economy.

In 2006, to support its advocacy SAFE formed the Energy Security Leadership Council (ESLC), a group of business and former military leaders. The ESLC is co-chaired by Adam Goldstein, former CEO of Royal Caribbean International and General James T. Conway (Ret), 34th Commandant of the U.S. Marine Corp. In 2009, SAFE launched the Electrification Coalition (EC), a nonpartisan, nonprofit group to work with consumers, businesses, and policymakers, to launch award-winning "real-world" programs and enable the needed policies to accelerate transportation electrification around the country.

SAFE's policy proposals have been embraced by the leaders of both major political parties. In 2007, President George W. Bush used the State of the Union Address to propose a plan closely mirroring a SAFE proposal, which ultimately led to the first improvement in automotive fuel-economy standards in a generation. In his 2013 State of the Union Address, President Obama outlined his plan to implement one of SAFE's policy recommendations, the establishment of an Energy Security Trust, and credited the organization with generating the idea.

SAFE works closely with sister organization the Electrification Coalition (EC), a national, nonpartisan not-for-profit organization committed to promoting policies and actions that facilitate the accelerated deployment of electric vehicles (EVs) on a mass scale. For more than 10 years, the EC and SAFE have sought to reduce our nation's dependence on oil – which is currently responsible for powering 91 percent of our transportation system. The EC Policy team leads the organization's efforts at the federal, state, and local levels to engage decision makers and external stakeholders in identifying and advancing high impact policies to support a rapid and equitable transition to transportation electrification. This includes electrification of the light-duty, medium-, and heavy-duty sectors, including trucks, transit buses and school buses. The EC's work across multiple venues of opportunity include executive branch offices and agencies, legislatures, and public utility commissions. We engage local champions that participate in our on-the-ground implementation efforts to serve as ambassadors and champions for policy action. The EC works with multiple coalitions of industry players, environmental and equity organizations and academics.

For more information, visit secureenergy.org and electrificationcoalition.org.