



Chief Development Officer

The Opportunity

SAFE and its sister organization the Electrification Coalition (SAFE/EC) seek an experienced and passionate fundraising leader to serve as the Chief Development Officer to lead a lean development organization to develop and execute a comprehensive fundraising strategy that yields sustained multi-year funding results. Building on the success achieved to date, the CDO will collaborate with the Development team, President/CEO, Executive Directors, other senior staff, and volunteer leadership to manage overall development systems and strategy, while focusing primarily on identifying, soliciting, and growing foundation support to fund SAFE/EC's activities. This will complement the current Development team, with individuals focused on HNW individual giving, corporate giving, and research/writing.

S/he will leverage all the resources of the organization, including its remarkable base of supporters, high profile Board contacts, and a variety of research reports and expertise. S/he will work to enlist new donors with a particular focus on increasing SAFE's unrestricted and foundation funding. And s/he will ensure that development, marketing and communications, and program strategies align for donor engagement and enhance the long-term financial stability and growth of the organization.

The CDO will report to the President/CEO and will collaborate closely with the Executive Directors. S/he will work with a Vice President of Development, Managing Director of Corporate Engagement, and Manager of Grants and Development Research and retain additional development talent to the extent necessary or appropriate. S/he will also coordinate with the Vice President, Operations and Finance and will work closely with the Communications team.

About SAFE

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, deployment of connected, shared and autonomous vehicles, responsible domestic production of U.S. resources, and improvements in fuel economy. We advocate smart ways to leverage U.S. and allied values, interests, and principles for competitive economic advantage and counter unfair trade practices and the violations of environmental, intellectual property, and human rights standards integral to their economic approach.

Today, SAFE provides a centralized vision and support for five core projects, each led by an Executive Director – the Electrification Coalition (a separate legal entity), the Commanding Heights Initiative, the Coalition for Reimagined Mobility (www.reimaginedmobility.org), the Grid Security Project, and the Autonomous Vehicle Center.

SAFE was founded in 2004 and employs more than 50 people, including three on the Development team, and multiple consultants. Its 2022 expected revenue exceeds \$18 million and is comprised of foundations, corporate partners, and individual donors.

For more information, visit secureenergy.org, secureenergy.org/commandingheights, reimaginedmobility.org, electrificationcoalition.org.

Key Responsibilities

Expand Foundation Funding

The CDO will work to steward the current foundation donors while significantly expanding this pool of funding. A particular focus will be on foundation donors whose interests suggest they may be interested in both the EC and the Coalition for Reimagined Mobility, particularly among foundations focused on climate change. Foundation funding is also necessary to support Commanding Heights, the Grid Security Project, the Autonomous Vehicle Center, and general operating support for SAFE.

Leverage Relationships and Coordinate Fundraising Efforts

The CDO will be the leader of a development program that relies on the efforts of a small but effective inter-departmental team and consultants and leverages the influence and network of SAFE’s high-profile leadership. The CDO will establish effective communications and working relationships with the CEO and Board Members to enhance their fundraising efforts, while cultivating relationships of her/his own with donors and prospective donors.

Expand Base of Sustaining Funders

Demonstrating fund-raising best practices, the CDO will focus on donor capture and retention, including donor engagement, donor recognition, and overall “moves management” while also implementing a methodical prospect research and clearance process.

Build and Manage an Integrated Development Program

The CDO will ensure that Development is well-integrated across the entire organization, informed regarding goals and successes, as well as helping to frame organizational strategies, priorities, and programs to best attract donor interest and instill a donor-centered culture. S/he should ensure full utilization of fundraising software across the organization.

Improve Donor Relations and Communication Materials

The CDO will, with support of the Communications team, revamp donor communication vehicles to connect effectively and consistently with prospects and donors. S/he will tailor communications to be targeted to specific constituents and ensure donors are contacted with the appropriate frequency.

Professional Skills and Qualifications

- Bachelor’s degree required; advanced degree preferred.
- Understanding of foundation funding required; foundation executive experience preferred.
- Minimum of 10 years or more of professional experience with a proven track record of securing six- and seven-figure, multi-year commitments from a variety of funding sources.

- Demonstrated experience building effective networks among foundations, major donors and social investors in related sectors (e.g. security, energy, sustainability or civic engagement) and in building and fostering relationships with high net worth individuals.
- “Self-starter” and goal-driven individual with a determination to get out of the office to develop and build funding relationships with new and existing donors.
- Strong leadership, management, and influencing skills.
- Thrives in a high energy environment with the ability to manage multiple priorities simultaneously; comfortable working in a start-up-like environment with lean support staff.
- Excellent project and process management skills. Understands the power of planning, research and targeted solicitation.
- Strong editorial and grant writing experience, and a willingness to do many aspects of this themselves.
- Embraces SAFE’s mission, vision and strategic direction.
- Thinks outside the Beltway but has an in-depth understanding of Washington politics and is comfortable engaging with donors along the policy and political spectrum.
- Team player and collaborator who is open and transparent about process and progress. Willing to pitch in and help others when needed.
- Good sense of humor.
- Ability to travel up to 33%.

Salary/Benefits

The opportunity garners a competitive salary and benefits package. It is preferred that the individual is based in Washington, D.C. but this is negotiable. 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, 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 and resume to careers@secureenergy.org with subject “CDO.”