



DIRECTOR OF FOUNDATION RELATIONS

[SHARE OUR STRENGTH](#)

Location – Remote



The Aspen Leadership Group is proud to partner with Share Our Strength in the search for a Director of Foundation Relations.

The Director of Foundation Relations will lead Share Our Strength's overall fundraising strategy to secure new and renewed funding in support of Share Our Strength's *No Kid Hungry* campaign, a national effort to end childhood hunger in America. The Director will develop strategies to increase revenue of at least \$3 million annually by advancing and growing existing foundation partnerships and significantly growing a portfolio of foundation partners through the identification, cultivation, and solicitation of new prospects. The Director will collaborate closely with the Managing Director of Development, the executive office, and program staff throughout the organization to best position Share Our Strength's programmatic priorities in order to maximize fundraising opportunities and leverage funding from national, regional, and local foundations.

The Director of Foundation Relations will work across multiple program areas—identifying, cultivating, soliciting, and stewarding foundations in support of a broad array of programs and services. The Director will guide the development of annual goals and fundraising plans specific to foundations, and direct activities in support of these goals and objectives. The Director will manage a portfolio of 75 to 100 foundation prospects which will include five or more principal gifts (six-figure or more commitments). The Director will collaborate with program leadership, volunteers, and development colleagues to ensure fundraising success, and actively engage program staff in the fundraising enterprise.

Share Our Strength's mission is to end hunger and poverty in the U.S. and abroad. Since 1984, it has led the fight against hunger and poverty by inspiring and organizing individuals and businesses to share their strengths. Through our campaigns, *No Kid Hungry*—which will end childhood hunger in the United States—and *Cooking Matters*—which helps low-income families learn to shop and cook healthier—Share Our Strength is ending childhood hunger in America by ensuring all children get the healthy food they need. Share Our Strength believes that everyone has a strength to share to help ensure every individual can live a healthy and productive life.

In the wake of the coronavirus pandemic, millions of children in the United States are facing poverty and hunger. Traditionally, many children have relied on the meals they get at school each day and Share Our Strength has ensured that those children are fed—both during this crisis and in the recovery to follow. Through a combination of emergency grants, strategic assistance, advocacy, and awareness, its *No Kid Hungry* campaign is helping children, families, and communities get the resources they need.

In its work, the team at Share Our Strength believes in some specific values. It strives to be bold; it has a clear mission and ambitious goals; it believes everyone has a strength to share and mobilizes a broad range of stakeholders to take action; it demands a diversity of ideas, people, and communities—which leads to stronger solutions; it believes in always being inventive—trying new things and challenging the status quo; and last, but not least, it values doing good work and it has a good time doing it.

REPORTING RELATIONSHIPS

The Director of Foundation Relations will report to the Managing Director of Development, Elliott Gaskins. The Director supervises the Foundation Relations Associate.

FROM THE MANAGING DIRECTOR

Foundations have always played a critical role in making a profound impact in society—and at no moment has that been more apparent than now. Over the last two years, foundations have rapidly responded, accelerated their giving, released restrictions, and increased the volume of their giving in extraordinary ways to help to meet the present moment.

As the new Director of Foundation relations at Share Our Strength, you will be joining at a time when our foundation program has experienced tremendous growth—but still has only scratched the surface on how much of an impact it could have in our ability to reach more children and families and diversify the funding partners in our network.

You will also join at a time when we're adjusting to, and planning for, exponential programmatic growth and mission-focus to end childhood hunger in America through our No Kid Hungry campaign.

As Director of Foundation Relations, you will have the benefit of learning from the amazing contributions of the team and leadership before you—while infusing new creativity and innovation around building a comprehensive plan for transformative growth over the next 3 to 5 years.

This will be a great role for you if you've operated within an emerging or mature program and are excited at the prospect of setting a new path—while implementing change and building new relationships—alongside a dynamic Major Gifts team that has also experienced extraordinary recent success.

We will value your strong point of view on strategic cultivation and stewardship and also your ability to be open and adaptable to the evolving Development model.

I expect that you will have the same fun and fulfilling journey that I have had growing a team and program at Share Our Strength, so please consider this a truly rare opportunity—infused with purpose and importance.

—Elliott Gaskins, Managing Director of Development

SHARE OUR STRENGTH'S COMMITMENT TO EQUITY, DIVERSITY, AND INCLUSION

Share Our Strength is committed to fostering, cultivating, and preserving a culture of equity, diversity, and inclusion. As an organization working to become antiracist in its policies and actions, it celebrates its differences, but also its shared culture, commitments, and intersectional identities. Embracing this shared commitment and willingness to be self-reflective ensures that a sense of belonging and freedom to be one's authentic self is secure. For some, the equity, diversity, and inclusion journey is new, while for others it has been part of their personal and professional journey for years. Regardless of from where one is starting, all staff at Share Our Strength are on the journey. Share Our Strength believes that exploring, developing, and implementing strategies to ensure equity, diversity, and inclusion is embedded throughout the organization, and allows it to engage as a culturally responsive partner with communities across the country. Knowing hunger and poverty in the United States disproportionately impacts communities of color and those who experience economic marginalization, Share Our Strength works to

ensure that it is centering equity, diversity, and inclusion—fully embracing its mission while entering communities as trusted learners, listeners, and collaborators.

PRIMARY RESPONSIBILITIES

The Director of Foundation Relations will

- identify, qualify, cultivate, and solicit new foundation prospects and steward existing foundation funders as part of an annual work plan;
- work closely with program staff and the shared services team to package ongoing programs and services, and develop concepts and cases of support for new initiatives—requiring ongoing effort to build and maintain a thorough knowledge of Share Our Strength’s priorities and activities;
- play a key role in assigning and managing the portfolio of relationships to be cultivated by program staff and in coaching program staff to effectively cultivate those relationships;
- write foundation grants, sponsorship proposals, and concept papers;
- oversee the production of customized letters of inquiry and reports, leveraging the capacity of development and program staff to meet deadlines;
- guide the administration about current grants, including tracking deadlines; collecting information from program staff and the finance department; writing and submitting timely proposals, updates, and reports—including stewardship reports;
- secure meetings with foundation and government prospects and facilitate meeting logistics and follow up, including the preparation of advance background briefings for meeting attendees, creation of contact reports, and coordination of future action steps, etc.;
- support executive staff and Resource Development Committee and Board members working with current foundation and government donors and foundation prospects;
- participate in, and help organize, regular prospect review meetings;
- maintain and update development (hard and electronic files), tracking contacts, assignments, and staff activities via Raisers Edge;
- collaborate with the Managing Director to project foundation income for organizational budget on quarterly basis;
- stay up to date on current trends in foundation giving and engage in trainings and professional development opportunities as appropriate;
- support organizational events as necessary, and participate in departmental and organizational planning and organization-wide committees; and
- partner with colleagues to support Share Our Strength's work and effort to be a diverse and inclusive organization—ensuring this value is embedded in the organization and throughout its work.

LEADERSHIP AND KEY COLLEAGUES

Tom Nelson

President and CEO

As President and CEO, Tom Nelson works with the Board and senior management in leading the organization to develop and implement the plan for strategic growth to end child hunger in this country. Prior to joining Share Our Strength in 2011, Tom was Chief Operating Officer for AARP, where he led the build-out of its state strategy in all 53 states and territories. He also led the reinvention of the AARP

Foundation, which today serves those at risk of falling through the nation's safety net as they struggle to meet their most basic needs.

Tom has a long history of service to civic organizations, including currently serving on the Board of Directors of ProInspire, which is building the next generation of non-profit leaders. He also serves as Adjunct Professor at Georgetown University's McDonough School of Business, teaching in the MBA program about nonprofit leadership and management. He has served on the Board of Counselors for the Davis Gerontology School at the University of Southern California and on the board of the Certified Financial Planner Board of Standards. Tom is currently a board member of Community Wealth Partners, a Share Our Strength organization that helps change agents solve social problems at the magnitude they exist. Tom earned a doctoral degree from the University of Southern California and holds a Master of Arts from Columbia University.

Amy Zganjar

Senior Vice President of Development

Amy Zganjar serves as the Senior Vice President of Development, directing the individual gifts and events fundraising strategy for *No Kid Hungry*. In her role, she leads the team of fundraisers and event managers who oversee major gifts, annual giving programs, and culinary events.

Working for Share Our Strength for over 14 years, Amy has been involved in every facet of advancing the individual giving program—from developing the donor data management and research framework to launching its first direct marketing initiative and annual giving clubs.

Prior to joining Share Our Strength, Amy worked as a public school teacher in Louisiana.

Elliott Gaskins

Managing Director of Development

As Managing Director of Development at Share Our Strength, Elliott Gaskins oversees a team across the country focused on securing major and foundation gifts, building the vision, and leading a team that executes fundraising dinners for *No Kid Hungry* and other cultivation events, as well as building multi-year plans and strategies to significantly grow revenue.

For more than two decades Elliott has worked at some of the premier nonprofit institutions in the country, including The Aspen Institute, The Alzheimer's Association, The Nature Conservancy, and America's Promise Alliance. During his tenure at these organizations, he raised millions of dollars and executed multi-year campaigns; led national special events; created, designed, and implemented comprehensive strategic plans; and led critical work on diversity, equity, and inclusion.

A proud native of Philadelphia, Pennsylvania, Elliott is a graduate of Temple University where he excelled as a scholar and an All-American athlete. A two-time Olympic Trials competitor, national championship finalist, and former American record holder, Elliott has represented the United States as a member of the Track and Field World Championships.

PREFERRED COMPETENCIES AND QUALIFICATIONS

Share Our Strength seeks a Director of Foundation Relations with

- a commitment to the mission of Share Our Strength—to end hunger and poverty in the United States and abroad, as well as an interest in anti-hunger and anti-poverty issues;
- experience managing complex restricted program grants, including budgets;
- an ability to build relationships at all levels of an organization and work successfully with diverse constituencies organization-wide;

- exceptional interpersonal and communication skills (both verbal and written), including presentation skills;
- an ability to influence and engage a wide range of people and to build long term relationships;
- experience supervising high-performing staff and project teams, leading them to achieve established goals;
- strong analytical, strategic planning, time management, and organizational skills;
- an ability to manage multi-faceted projects and a capacity to perform well, independently, in a fluid, dynamic environment;
- proficiency in MS Office suite and prospect research tools; and
- experience with Raiser's Edge (preferred).

A bachelor's degree is required for this position as is at least five years of experience in successfully securing grants from independent and family foundations—ideally including multi-year, multimillion dollar grants.

SALARY AND BENEFITS

Share Our Strength offers a competitive salary and benefits package.

LOCATION

This position may work remotely with a preference for proximity to Washington, D.C.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Share Our Strength as well as the responsibilities and qualifications presented in the prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit:

[Director of Foundation Relations, Share Our Strength.](#)

To nominate a candidate, please contact Gregory Leet:

[gregoryleet@aspenleadershipgroup.com.](mailto:gregoryleet@aspenleadershipgroup.com)

All inquiries will be held in confidence.