



Director of Institutional Giving

Mobilization for Justice (MFJ)

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BOSTON | NEW YORK

Mobilization for Justice (MFJ) seeks a talented and experienced development professional, with a passion for social justice, to become their new Director of Institutional Giving.

About MFJ

Mobilization for Justice (MFJ) envisions a society in which there is equal justice for all. MFJ's mission is to achieve social justice, prioritizing the needs of people who are low-income, disenfranchised or have disabilities. The organization does this by providing the highest quality direct civil legal assistance, conducting community education and building partnerships, engaging in policy advocacy, and bringing impact litigation.

MFJ works to promote positive change and justice, focusing on four key areas:

Housing

Housing is a human right. MFJ prevents homelessness by defending tenants in eviction proceedings and homeowners in foreclosure actions, improving living conditions for tenants, and fighting harassment and discrimination to keep people in their homes and communities intact.



Disability and Aging Rights

Older people and people with disabilities have the right to age in place, avoid unnecessary institutionalization, and thrive in their communities. MFJ assists people with mental health disabilities with housing, government benefits, and other legal issues. The organization advocates on behalf of adult home and nursing home residents to protect them from abuse and neglect. MFJ works to make transportation accessible to people with disabilities so they can live independently.

Economic Justice

People are entitled to be treated fairly by government and the marketplace. MFJ ensures that people obtain and maintain government benefits, and represents low-income individuals and families seeking assistance in humanitarian or family-based immigration matters. The organization also helps people assert their consumer rights against unfair, predatory and discriminatory products and practices. MFJ fights discrimination and harassment in the workplace, assists people with criminal records to re-enter the workforce, and provides people with economic relief through tax and bankruptcy assistance.

Children's Rights

All children deserve safety, stability, and the opportunity to flourish in their home life and school. MFJ works to address the legal needs of kinship families taking care of children whose parents cannot and represents low-income students with disabilities to obtain educational supports. MFJ also secures immigration status for undocumented children who have been abandoned by their biological parents.

About this Position

MFJ's annual revenue is approximately \$15 million, and more than 95% of funding comes from government grants and private support. Approximately 81% of revenue comes from government grants and 4.5% from foundation and corporate grants. Funding from individual giving, events and donated services accounts for about 10% of annual revenue.

The Director of Institutional Giving is a senior level position and will report to the Executive Director and work collaboratively with the Chief Development Officer. They will be responsible for driving a three-fold effort to secure funding from government, foundation and corporate sources. This includes strategic planning, research, grant writing, grant reporting, prospect engagement and prospect tracking related to prospective and current government, foundation and corporate funding sources.

The Director of Institutional Giving will work closely with organizational and program leadership to identify and develop compelling funding opportunities for government, foundation and corporate support. The Director will have access to and supervise interns and consultants as necessary.



Key Responsibilities

- In collaboration with senior leadership, design, implement, and oversee a comprehensive, proactive institutional development plan focused on identifying and securing funding opportunities from government, private foundation and corporate sources.
- Develop highly competitive proposals and budgets for government, private foundation and corporate support that present a compelling case for support to potential institutional funders.
- Prepare and maintain a calendar and rigorous schedule for proposal submissions, applications, and reports.
- Research new opportunities from government sources and for private foundation and corporate grant opportunities including, but not limited to, Request for Proposals (RFP's).
- Coordinate with appropriate supervisors and staff (including fiscal, data, and technology) in the preparation and submission of grant applications.
- Manage the stewardship of grants, including program and financial reporting and compliance with funding guidelines.
- Develop and maintain record-keeping systems in database relative to all institutional prospects and donors.

Key Qualifications

- Appreciation of MFJ's mission and the ability to effectively communicate it.
- Minimum 5-7 years development experience in institutional fundraising for nonprofit organizations.
- Demonstrated track record of success in securing major government, private foundation and corporate funding.

- Exceptional writing skills with the ability to produce effective, compelling proposals.
- Experience partnering with senior management and working collaboratively in a fast-paced organization to develop funding proposals and strategies.
- Ability to strategically link institution and programmatic initiatives with opportunities for fundraising.
- Ability to create and implement strategy to guide program growth, expand funding sources, leverage existing prospects, and build sustainable organizational partnerships.
- Knowledge of and ability to oversee research, tracking, and reporting systems, including grant stewardship, compliance, and reporting.
- Familiarity with New York State and New York City government funding sources and process, of added value.
- Excellent interpersonal and communications skills (written and verbal).



Mobilization for Justice is an EQUAL OPPORTUNITY EMPLOYER. People of color, women, people with disabilities, gay, lesbian, bisexual, and transgender people are welcome and encouraged to apply

Please email your cover letter and resume in confidence to:

MFJ@developmentguild.com

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For more information about Mobilization for Justice please visit <http://mobilizationforjustice.org>

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About Development Guild DDI

Development Guild DDI is a nonprofit leadership development consulting firm that provides nonprofit executive search, fundraising counsel, and campaign services. We bring a powerful combination of discipline and innovation to every client engagement, delivering solutions that are both strategic and deeply rooted in experience and analysis. Drawing upon more than 2,500 client engagements and 40 years working in every nonprofit sector, our collaborative approach is distinguished by candid dialogue and supported by cutting-edge technology. We commit to understanding and respecting your unique culture and to translating that knowledge into viable solutions.

