



**Title: Partner, Senior Philanthropic Advisor (HNWI)**  
**Reports to: Partner, Investor Relations**

### **About New Profit**

New Profit is a nonprofit venture philanthropy organization that backs breakthrough social entrepreneurs who are advancing equity and opportunity in America. New Profit's strategy focuses on building a breakthrough portfolio of grantee-partners to take on entrenched systemic challenges in America, by driving resources and support to leaders who have unique proximity to solutions.

At New Profit, we are...

*People Powered.* We invest in leaders whose insights come from lived experience and deep connection to the communities they serve and the challenges they are solving.

*Systems-Oriented.* We prioritize disrupting and transforming the systems that produce and exacerbate inequity.

*Asset-Based.* We aim to unlock the genius and support the capabilities of communities, and remove barriers to their success.

New Profit's model and holistic approach to support for social entrepreneurs is concentrated in three main issue areas: Education, Economic Mobility, and Democracy. We run rigorous investment selection processes, fund, coach and provide strategic support to organizations, build and engage with a trusted innovation community, advocate for policy change, and in turn, influence the field of philanthropy.

You can learn more at [www.newprofit.org](http://www.newprofit.org).

### **Our Team**

Diversity, equity, and inclusion play a large role in all of our work: with the team we build, the social entrepreneurs and organizations we invest in, and the initiatives we pursue.

- We seek to increase the diversity of our team at all levels of the organization. We believe this will position us to more fully support our diverse, expanding portfolio and the communities we seek to serve.
- We commit to engaging our full staff in efforts to build our individual and organizational DEI capacity.
- We commit to building our internal DEI capacity through our Diversity and Inclusion Group (DIG) and our Affinity Groups.
- We commit to fostering an equitable and inclusive community by continuously reexamining our culture, policies, practices, and norms.

### **About the Opportunity**

*Disclaimer: We are seeking non-traditional fundraising candidates for this role. Experience running social enterprise organizations, fundraising for social startups, or other comparable experience is highly valued.*

New Profit is seeking a creative, passionate and proven professional who is eager to build on New Profit's strong fundraising success to date, as we grow significantly over the next several years and maintain incredible fundraising momentum after receiving several transformational gifts in 2021.

It's an exciting time at New Profit. We are currently raising funds for Proximate Capital – a \$100M social impact strategy focused on providing growth capital and capacity support for Black, Latinx, and Indigenous social entrepreneurs. We are committed to investing in these innovators, and uplifting their power and expertise. Proximate Capital is a key component of New Profit's current strategic plan.

As Partner, Senior Philanthropic Advisor, you will help us to create cross-sectional, multi racial coalitions of innovators and investors, build transformational trust and inclusive networks, and expand belief systems in order to match financial momentum with the impact that we want to see in the world.

At the same, the Partner, Senior Philanthropic Advisor is responsible day to day for developing equitable strategies in order to effectively and efficiently cultivate, steward, retain and grow New Profit's extensive community of ultra high net worth investors, focusing mainly on transformational seven- and eight-figure gifts.

The Partner, Senior Philanthropic Advisor will serve as the key link between New Profit's incredible investor community and the Co-CEOs and select Managing Partners at New Profit.

The ideal candidate will have a strong background in working with ultra-wealthy philanthropists who are looking to make significant philanthropic investments and impact, based in Boston, New York, Seattle, and San Francisco, among other locations.

### **Fundraising Responsibilities**

- Provide input to and work closely with Partner, Investor Relations to design HNWI elements of annual fundraising plan
- Steward portfolio of 50+ current donors, and identify / qualify prospects capable of making seven- and eight-figure gifts
- Develop individual donor strategies for the portfolios of the Co-CEOs and Managing Partners
- Strategically leverage the Co-CEOs' and Managing Partners' time; handle all elements of gift cycle for the Co-CEOs and Managing Partners, engaging them as necessary and when appropriate
- Represent New Profit at presentations and meetings

### **Qualifications**

- 10+ years of demonstrated experience, success, and increasing responsibility in fundraising, preferably in an entrepreneurial and fast-paced environment
- High level of discretion and creative approach to fundraising
- Proven ability to interact and influence philanthropic leaders
- Experience motivating and managing high-profile volunteer leadership and senior executives
- Excellent written and verbal communication and presentation skills

The salary range for this position starts at \$150,000 and is dependent on relevant experience.

To apply, please submit a cover letter, resume and 3 professional references by May 3, 2022, to Julia Howell Barros at [julia@jhowellbarros.com](mailto:julia@jhowellbarros.com)