



## ***Senior Leader, Funder Relations***

### **Full-Time | Regular Position**

**Location:** Remote, with frequent travel across Los Angeles County and the Inland Empire

**Expected Start Date:** Preferred September 2025

### **Summary**

Social Good Solutions (SGS) is a Black woman-owned and majority-operated social impact consulting firm that partners with philanthropic institutions, nonprofit organizations, public agencies, and institutions of higher education to design, operationalize, and manage racial justice initiatives from concept to implementation.

Our core values are rooted in dignity and justice for all, community-centered solutions, and excellence at every turn. Through a participatory framework and co-design approach, we support clients in advancing racial equity and social justice within organizational culture, programming, services, and strategy.

Our work spans four core portfolios:

- **Initiative Management**
- **Organizational Culture Transformation**
- **Strategic Advising**
- **Special Projects**

The **Funder Relations** portfolio is housed within Initiative Management and reflects our commitment to strengthening connections between institutional funders, individual donors, corporate givers, and Black-led organizations. This position provides senior leadership to projects that focus on funder engagement and donor strategy, requiring a blend of strategic thinking, facilitation, relationship-building, project management, and communication.

We are seeking a values-aligned professional who is passionate about community building and skilled in cultivating relationships with funders in support of long-term investment in Black-led social change. The ideal candidate is a strong communicator, dynamic collaborator, and experienced facilitator who is deeply committed to equity and racial justice.

This role reports to the Founder & Chief Architect with a dotted line to the Managing Director, Programs & Operations.

## Key Responsibilities

While responsibilities may shift over time, this role will initially focus on the following projects:

### Black Equity Collective (BEC) & Black Equity Initiative–Inland Empire (BEI-IE Fund)

- Provide strategic leadership for the BEC and BEI-IE Fund projects and their philanthropic networks across California
- Collaborate with the SGS team, particularly the Initiative Management portfolio, to understand each project's goals, value proposition, and contributions to advancing Black permanence in California
- Design donor and funder engagement programs that reinforce core messaging and deepen understanding of and commitment to Black-led social change
- Facilitate learning labs, salons, site visits, and other funder-facing programs to build community among philanthropic peers
- Coordinate with internal teams focused on Black-led organization (BLO) resiliency to identify aligned funders
- Serve as the principal liaison for funder-specific programming, including BEC's "partner" funder program
- Track and share funder practice shifts; encourage participation in programs and learning initiatives
- Identify opportunities for external visibility and strategic partnerships within the philanthropic sector
- Build and sustain relationships with funders through listening, engagement, and values alignment
- Support development of evaluation methods and impact assessments for donor engagement programs
- Collaborate with the Administrative Coordinator to manage data tracking and documentation
- Represent SGS and its initiatives with professionalism, care, and integrity in all public and written communications

## Qualifications

SGS team members are expected to represent the firm with integrity, care, and a high level of professionalism. We seek individuals who can plan ahead, anticipate needs, document key decisions, build authentic relationships, and perform with excellence in a dynamic high-capacity, collaborative environment.

## Required Skills & Experience

- Master's degree and 8–10 years of relevant experience or Bachelor's degree and 15 years of experience
- Background in philanthropic engagement, member services, or donor networks within nonprofits, foundations, donor collaboratives, or related organizations
- Proven experience designing or leading funder engagement strategies
  - This is *not* a fundraising or grant writing position. However, a general understanding of fundraising processes and philanthropic culture is important. This role is centered on building community, deepening funder engagement, and fostering authentic relationships that support long-term investment in Black-led social change.
- Strong background in curating donor communities, learning cohorts, and cross-sector networks
- Experience facilitating both small and large group sessions, developing agendas, and aligning meeting content to strategic outcomes
- Demonstrated commitment to racial justice, particularly in Black communities
- Ability to bridge the cultural divide between philanthropy and grassroots communities

- Excellent project management and organizational skills with attention to detail
- Exceptional verbal and written communication abilities
- Cultural intelligence and shared lived experience with communities served by SGS
- Proficiency with Google Suite, Microsoft Office, Zoom, Canva, and online project management tools
- Reliable transportation and ability to attend in-person meetings and events
- Capacity to work independently in a virtual environment and manage time across varied communications channels

### **Leadership & Strategic Thinking**

- History of contributing to team cohesion and advancing organizational goals
- Creative, resourceful thinker who can identify opportunities and adapt to changing conditions
- Politically astute with strong relationship-building capabilities
- Willingness to develop internal systems that strengthen long-term impact
- Openness to experimentation, learning, and iteration
- Commitment to community care and collaborative leadership
- Previous supervisory experience preferred; ongoing leadership development expected

### **Compensation & Benefits**

**Starting Salary Range:** \$105,000 – \$115,000 annually, based on experience

### **Benefits Include:**

- Group medical, dental, vision, and life insurance for the employee
- \$2,000 annually for mental health and counseling support
- \$50 monthly cell phone/internet stipend
- \$1,250 annually for professional development
- 10 days of paid time off (PTO)
- Profit-sharing 401(k) plan (eligibility after 1 year)
- 13 paid holidays, a paid winter holiday break, and 2 weeks of structured Quiet Time in August
- Paid civic duty leave (jury service and voting, up to 10 days)
- Bereavement and Paid Family Leave

### **To Apply**

**Submit the following materials [here](#):**

- Resume
- Cover letter answering: *“This position is well-suited for me because...”*

While applications will be reviewed on a rolling basis, those received by August 5, 2025, will be prioritized.

### **Equal Opportunity Statement**

*SGS is an Equal Opportunity Employer with a strong commitment to racial and gender equity. We welcome applications from all qualified individuals and strongly encourage candidates from historically underrepresented groups to apply.*