



**Development Consultant
Part-time**

[MarinCAN](#) is a unique public-private partnership with the County of Marin to support the implementation of climate solutions at scale. Formerly known as Drawdown: Marin, MarinCAN officially launched in 2022 and has since served as a hub for collaborative, coherent, community-wide climate action in Marin County. The organization's goal is to dramatically reduce greenhouse gas emissions, prepare for climate change impacts, and empower the wider community to engage in meaningful and equitable solutions.

MarinCAN is currently seeking a part-time development consultant through June 2024 to support the current Board of Directors' efforts to execute its Development Plan. Specific tasks to be completed by the contractor include, but are not limited to:

- Prioritize, monitor, grow, and engage the top prospect list
- Create proposals, as required, for major gift requests
- Coordinate and support Board members' work on their prospective donor portfolios
- As appropriate, adopt and pursue an additional portfolio of donor prospects
- Assist Board members in arranging conversations with prospective donors
- Track and report all fundraising contacts and activity
- Otherwise assist in implementing MarinCAN's Development Plan, including creating processes and developing a roadmap to meet fundraising targets

Qualifications:

- Familiarity with the funding landscape in the Bay Area, with a preference for individuals who have a network in Marin County and in the environmental/climate funding community.
- Demonstrated development and fundraising experience, with experience in leading the full development process
- A track record of soliciting and closing five- to six-figure gifts, including from individual donors
- Experience supporting volunteer board members with their fundraising efforts

Compensation information: The proposed budget for this position is \$5,000 per month through June 2024, with a desired start date of February 1. The consultant would be subcontracted through MarinCAN's current contracted staff capacity, [CEA Consulting](#).

Submission criteria: Please submit a resume, proposed hourly rate, and a short, 1-2 page narrative demonstrating your capacity to meet the above qualifications to James Falino, Senior Associate at CEA Consulting (jfalino@ceaconsulting.com). CEA will start reviewing applications on a rolling basis starting January 26th.