

OPPORTUNITY DESCRIPTION

SENIOR OFFICER, PHILANTHROPY PARTNERSHIPS CLIMATE BREAKTHROUGH



LOCATION: Remote
Preference for San Francisco Bay Area or New York metropolitan area

COOK SILVERMAN SEARCH
775 E. Blithedale Ave. #395
Mill Valley, CA 94941



ABOUT CLIMATE BREAKTHROUGH

Climate Breakthrough is a global philanthropy supporting extraordinary climate leaders to pursue ambitious and transformative climate endeavors through the Climate Breakthrough Award—a multi-million-dollar, multi-year, flexible grant. Our mission is to make an outsized impact in resolving the climate crisis by freeing leaders to translate their boldest ideas into transformative climate action that swiftly and justly closes the gap between the world today and a sustainable future.

Headquartered in the San Francisco Bay Area, Climate Breakthrough is funded by the David and Lucile Packard Foundation, the IKEA Foundation, the JPB Foundation, The Lemelson Foundation, Quadrature Climate Foundation, Oceankind, and Vere Initiatives.

For more information, please visit www.climatebreakthrough.org.

OPPORTUNITY HIGHLIGHTS

Salary: \$150,000 – \$175,000 (San Francisco Bay Area range; geographic differentials of -5% to -25% apply based on location)

Benefits include:

- Full-time, 35-hour workweek, with a 31.5-hour (90%) option available
- Medical (PPO and HMO), dental, and vision coverage (100% employee, >50% for dependents)
- 20 days paid vacation per year, increasing to 25 after two years
- 11 days paid sick leave annually
- All federal holidays, plus Christmas Eve, the day after Thanksgiving, two floating holidays, and your birthday off
- 401(k) plan with 6% employer contribution
- Long-term disability and life insurance
- Opportunity to enable visionary leaders to think freely and create solutions to resolve the global climate crisis.
- National and international travel several times per year.

Remote Work: Remote, with a preference for candidates in the San Francisco Bay Area or New York metropolitan area. Bay Area hires must work from the San Francisco office one day/week.

YOU ARE

- A passionate advocate for climate action, committed to creating a sustainable and just future.
- An experienced and strategic individual donor fundraiser, especially with high-net-worth individuals.
- A collaborative and entrepreneurial thinker who thrives in innovative environments and builds strong, diverse relationships.
- Comfortable with and enthusiastic about global travel.

POSITION OVERVIEW

Climate Breakthrough seeks a dynamic and innovative **Senior Officer, Philanthropy Partnerships** to join its mission-driven team. This newly created role will report to the Director of Philanthropy Partnerships and focus on two core areas:

1. Leading individual donor fundraising to support the organization's mission
2. Advising awardees—extraordinary global climate leaders—on building their own fundraising capacities

This position offers the opportunity to influence both Climate Breakthrough's growth and the fundraising success of transformational climate solutions across the globe.

REPORTING RELATIONSHIPS

Reports to the Director of Philanthropy Partnerships with considerable cross-team collaboration.

PRIMARY RESPONSIBILITIES

1. HNWI Fundraising (60%)
 - Identify and engage prospective donors through board networks, consultants, and events.
 - Solicit donations in the high six-figure and seven-figure ranges.
 - Cultivate and steward relationships with current and individual prospective donors to help the organization achieve ambitious goals for growth.
 - Design and execute strategies to expand HNWI donor networks.
2. Awardee Support (30%)
 - Provide tailored guidance and support to Climate Breakthrough awardees to strengthen their individual donor fundraising capacities.
 - Act as a thought partner, helping awardees build sustainable fundraising strategies and access resources to advance their transformative climate solutions.
3. Operational and Administrative Support (10%)
 - Collaborate with finance, operations, and program teams for seamless integration of fundraising activities.
 - Maintain accurate donor portfolio records in the CRM system.
 - Ensure timely and transparent reporting of fundraising progress.

Other duties as needed.

COMPETENCIES

Required

- Minimum 5–7 years of individual major gift fundraising or related experience working with HNWI's and or in a wealth advisory capacity.
- Proven success in managing a major gifts pipeline (six- and seven-figure gifts), and securing major gifts, including the ability to identify and cultivate new donor relationships.
- Experience advising or consulting in innovative, entrepreneurial environments.
- Proven relationship-building and cross-cultural communication skills.
- Strong commitment to climate action; prior experience in the sector is a plus.
- Expertise in developing, improving, and implementing systems to enhance fundraising operations.
- Strategic consulting or advisory experience, particularly in innovative or entrepreneurial contexts.
- Ability to manage consultants and work collaboratively with the executive team and board.
- Entrepreneurial mindset with a passion for solving challenges in dynamic settings.
- Cross-cultural sensitivity and awareness and commitment to justice, equity, inclusion, and diversity

Preferred

- Prior experience in climate or environmental sectors
- Experience working with international teams and grantees

EQUITY STATEMENT

Climate Breakthrough is an equal opportunity employer. Qualified applicants are considered for employment without regard to age, race, color, religion, sex, national origin, sexual orientation, gender identity, disability, or veteran status.

Climate Breakthrough is committed to justice, diversity, equity, and inclusion. Our team works collaboratively to define and uphold the standards we bring to our work and workplace.

TO APPLY

For more information, or to apply for the **Senior Officer, Philanthropy Partnerships** position, please upload your resume and cover letter [here](#).

All applications will be kept confidential, and every applicant will receive a response.

Climate Breakthrough is an Equal Opportunity Employer.

As a result of Climate Breakthrough's development over the last nine years, we are growing and making valuable structural changes as an organization. As part of this transition, Climate Breakthrough has codified principles and is establishing practices that reflect our strong commitment to justice, diversity, equity, and inclusion. Our current team and new hires work together closely to set the standards to which we hold our work and ourselves.