



Heirs To Our Oceans is Seeking a Full-Time Contractor as Director of Resource Mobilization and Sustainability

ABOUT H2OO

Heirs To Our Oceans (H2OO) supports the next generation of leaders by connecting them in purpose, educating them on the environmental and humanitarian crises they are inheriting, cultivating skills to make real-world change, and providing a platform to amplify youth voices, especially those most vulnerably situated. We support youth in *realizing* solutions to today's global challenges. Why? Because to break the downward spiral of humanity, as our natural resources continue to degrade, we must invest in, listen to, and trust the next generation of leaders.

H2OO envisions a world where *all* youth understand the world they are inheriting and are capable of creating a healthier, safer world for themselves and future generations. H2OO's programs include organizing and supporting *empowered* youth leadership councils, hosting international summits and skill-building retreats, supporting youth in their youth-led initiatives and events, and organizing and supporting youth in speaking opportunities amplifying voices. Our programming maps to what youth members want to experience with one another, as they work together to create a better world. The task of the adults on the H2OO team is to support and enable the collaborative work of the youth. The core of our ecology is our focus on youth agenda, youth future, youth concerns, youth needs, and ultimately solutions determined by and with youth.

H2OO is a California nonprofit and a U.S. 501c3 (and FBN of *via senti*) headquartered in Redwood City, California. H2OO was formed in 2016 by youth for youth. Starting as a group of 13 tweens, H2OO evolved into an international organization serving youth around the world. Due to its commitment to open-access programs, ensuring youth in

traditionally marginalized and most vulnerable communities have access without financial burden, H2OO's operations have run exceptionally lean for the last 6 years with just two full time staff members, one of which is volunteer, as the vast majority of funding to date has been dedicated to programming. H2OO must now commit to building within, growing capacity to scale its programs and serve adequately more youth. As such, H2OO is hiring a ...

DIRECTOR OF RESOURCE MOBILIZATION AND SUSTAINABILITY

H2OO is seeking a seasoned and experienced Director of Resource Mobilization and Sustainability (Dir. of RMS) to join its team as a fundraising lead -- focusing on development, scaling our work, building capacity -- while remaining true to H2OO's mission and vision supporting the next generation. This is a full-time contract position for one year, annual compensation \$150,000, with opportunity thereafter for full-time non-exempt employee status if revenue allows. Dir. of RMS will work in partnership with the H2OO Helm Leadership Team based in Redwood City, California. As a new position in H2OO, the Dir. of RMS will have the exciting opportunity of building the development function of the organization.

CHARACTERISTICS AND INTERESTS

A candidate for H2OO Dir. of RMS will have the following characteristics and interests:

- Passionate about enabling youth in their youth-led initiatives as they develop as empathetic leaders and gain empowerment and real-world learning opportunities;
- Interest in acting as a bridge between the youth leaders of H2OO and philanthropy and fundraising, recognizing that the development role is key to furthering the H2OO's youth-led initiatives and youth-serving programming;
- Open mind about youth member's positions, concerns and ideas;
- Curiosity about youth capabilities and aspirations of youth members, wanting to connect with them to effectively convey their voices to the philanthropic or corporate sponsorship communities;
- Commitment to ensuring open-access, non-financial burdensome opportunities to youth who are traditionally marginalized, most vulnerably situated, and otherwise would not have access to such opportunities;

- Committed to working in collaboration;
- Interest in leveraging strengths throughout H2OO community and personal network;
- Interest in being actively immersed in H2OO's community and activities.

RESPONSIBILITIES

H2OO Dir. of RMS will have the following high-level responsibilities:

- Develop and execute H2OO's annual fundraising plan including a diversified fundraising pipeline;
- Create and execute a strategy based upon current trends for a large, sustained base of annual individual donors;
- Secure financial support from individuals, foundations and corporations;
- Scale-up operations infrastructure as pertains to database/donor management;
- Develop and maintain ongoing relationships with donors;
- Identify partnerships and collaborations with organizations and platforms that drive critical philanthropic support and are aligned with H2OO's values;
- Update and maintain charity-oriented platforms accessed by potential donors;
- Coordinate metrics according to best practices and trends and work with E.D. in developing annual impact statement.

SKILLS

A candidate for H2OO Dir. of RMS will have the following skillset:

- Substantial experience in development/fundraising
- Demonstrated excellence in organizational, managerial, and communication skills
- Experience in database management
- Experience in using presentation software such as keynote, powerpoint, google slides
- Experience in presenting/speaking to a variety of audiences, including global, youth and philanthropic audiences, in-person and virtually

APPLYING FOR H2OO Dir. of RMS:

If you believe that you are a good fit for the position, please send to April Peebler at april@heirstoouroceans.org the following:

- Resume or CV
- Statement of interest; your “why”
- 3 references who can affirm your success in development/fundraising