



# MANAGING DIRECTOR, PRINCIPAL GIFTS

**ByalaSearch LLC** is pleased to announce that our firm has been retained by the Global Energy Alliance for People and Planet to identify candidates for the position of Managing Director, Principal Gifts.

## ABOUT THE GLOBAL ENERGY ALLIANCE FOR PEOPLE AND PLANET

The Global Energy Alliance for People and Planet (GEAPP) is an organization operated exclusively for charitable and educational purposes working to unlock green energy access to secure an inclusive and resilient future for all. Formed in a spirit of radical collaboration, GEAPP brings together philanthropy, governments, and the private sector. Established at COP 26, their common mission is to support low- and middle-income countries' shift to a clean energy, pro-growth model that ensures universal energy access and unlocks a new era of inclusive economic growth, while enabling the global community to meet critical climate goals during the next decade. The Alliance in the name reflects a fundamental aspect of GEAPP's approach: committed partnerships. Together with their Alliance members, they aim to enable 150 million new jobs, reduce four gigatons of future carbon emissions, and expand clean energy access to one billion people.

## PRIMARY FUNCTION

Reporting to the Chief Partnerships and Philanthropy Officer and working closely across teams, the Managing Director of Principal Gifts will lead high-level individual philanthropic efforts, engaging with family foundations and individuals to drive philanthropic funding and enhance the effectiveness of



strategic initiatives. The Partnerships and Philanthropy Team optimizes the breadth, depth, and quality of partnerships to grow and align political, technical, and financial resources to achieve GEAPP's aims. This role involves designing and executing bespoke principal philanthropic strategies, expanding a high-value funder and prospect portfolio, and ensuring seamless coordination across the organization. Additionally, the Managing Director will strengthen a cohesive network alliance of 50+ partners, driving collective impact in line with GEAPP's mission.

## POSITION DESCRIPTION

### Responsibilities

#### **Principal Giving Prospecting and Stewardship:**

- Lead and expand a portfolio of annual and multiyear funding from new and existing individual philanthropic donors at the seven and eight-figure level.
- Collaborate with the Chief Partnerships and Philanthropy Officer to set and implement short- and long-term fundraising strategies, including prospecting, cultivation, and engagement initiatives.
- Work with regional leads to strengthen regional donor engagement and develop locally-driven fundraising strategies and compelling philanthropic cases for support.
- Oversee Partnerships and Philanthropy's submission of grant proposals and other donor communications.
- Conduct and oversee prospect research to track donor priorities and identify new funding opportunities.
- Identify opportunities to engage donors around thought leadership moments (e.g., events, donor briefings, impact reports).
- Leverage CRM analytics to track donor engagement, predict funding trends, and optimize outreach strategies.



#### **Leadership, Team Management, and Cross-functional Collaboration:**

- Mentor and manage the Director of Major Gifts.
- Foster a culture of excellence, accountability, innovation, providing coaching and support for professional growth.
- Collaborate across the Partnerships and Philanthropy team and with regional, programming, communications, and operations teams to align philanthropic goals with broader organizational strategies.
- Lead the planning and execution of joint outreach campaigns, co-branded events, and strategic cross-promotional initiatives to enhance donor engagement and visibility

#### **Network Partnerships and Philanthropy and Management:**

- Build and maintain high-impact relationships with a diverse range of donors—including philanthropists, DAFs and family foundations to foster engagement and maximize support.
- Lead strategic planning, management, and evaluation of the individual philanthropy team to achieve organizational goals.
- Steward donors appropriately to identify growth opportunities.
- Leverage data and donor priorities to improve the donor experience.

#### **Strategic Initiatives:**

- Identify and develop additional donor recognition network opportunities and strategic initiatives to increase giving.
- Build and sustain high-impact relationships with key stakeholders to foster engagement and philanthropy.



#### **Ideal Skills and Experience:**

- Master's degree or equivalent experience in a related field.
- 12 years of experience in strategic partnerships or relationship management, including at least 4 years in a leadership role managing teams.
- Proven track record of securing 7-8 figure gifts.
- Exceptional communication and negotiation skills, with a track record of influencing and engaging high-level stakeholders.
- Strong strategic thinking and analytical abilities, with a data-driven approach to decision-making.
- Expertise in project management, capable of managing multiple high-impact initiatives simultaneously.
- Deep business acumen with an understanding of marketing, finance, and organizational strategy.
- Strong networking and relationship-building skills, with a creative approach to partnerships.
- Solid knowledge of compliance, legal considerations, and best practices in partnership agreements.
- High digital proficiency, including fluency in Salesforce and the ability to leverage data for effective partnership management.

## **Critical Competencies for Success:**

- Track record of soliciting major and principal gifts and moving donors along the giving continuum within a matrixed environment; proven track record of securing 7-8 figure financial commitments from individual donors.
- Ability to build a team and processes to steward donors from annual to major and principal giving; proven ability to lead high-performing teams, fostering a culture of collaboration, innovation, and accountability.
- History of working across departments within a complex organization so teams work collaboratively to meet goals.
- Evidence of creating the strategy and organization-wide culture of leading individual giving and blended transformational giving.

## **Other Characteristics:**

The successful candidate will be passionate about the mission of GEAPP and value how fundraising contributes to that mission. The ideal candidate will have a proven track record in securing major partnerships, experience working with diverse individual donors, exceptional strategic vision, and demonstrated success in leading and developing high-performing teams. The candidate will be a seasoned professional, capable of proactively developing and articulating strategies. The Managing Director of Principal Gifts will thrive in a fast-paced environment, maintaining flexibility and a sense of urgency with the intellectual curiosity to dig deep into GEAPP's mission and programs. The ideal candidate will be organized and entrepreneurial, able to work with senior management as well as establish and manage a collaborative team, to enable staff to perform at the highest level to achieve the best possible outcomes. The candidate must



possess the maturity, poise, and sophistication to represent GEAPP with passion and authority, communicating the organization's mission and activities, while modeling best practices for a team, managing complex relationships with a broad pool of current donors with high capacity. Relationship management abilities, communications skills, project management experience and a collaborative work style are essential to the Managing Director of Principal Gifts at the Global Energy Alliance for People and Planet.

## WORK ENVIRONMENT

Ideally, the Managing Director would be in the office at least two days per week.

## KINDLY SEND NOMINATIONS OR EXPRESSIONS OF INTEREST TO:

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