



# Position Specification

**Rockefeller Foundation**  
Vice President, Capital Mobilization

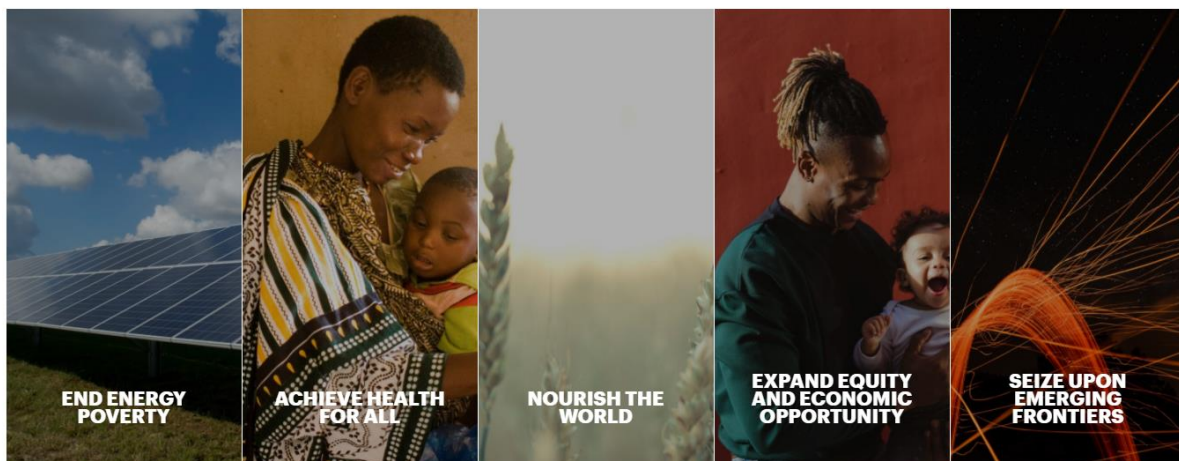
## Rockefeller Foundation

The Rockefeller Foundation's mission – unchanged since 1913 – is to promote the well-being of humanity throughout the world. Today the Foundation advances new frontiers of science, data, policy, and innovation to solve global challenges.

Over the course of the 20th Century, The Rockefeller Foundation made great progress in the fight against global poverty by tackling some of the greatest issues of the times – building the infrastructure of public health and eradicating disease, and later transforming agriculture to confront the challenges of hunger, malnutrition, and food insecurity. By harnessing the power of scientific advancements, the Foundation helped catalyze pivotal moments in the persistent efforts to eradicate poverty over the last century. Today, we are at another critical tipping point - one where energy access and consumption provide the single best opportunity for fighting poverty across the world.

As a science-driven philanthropy focused on building collaborative relationships with partners and grantees, The Rockefeller Foundation seeks to inspire and foster large-scale human impact that promotes the well-being of humanity by identifying and accelerating breakthrough solutions, ideas and conversations. From their very first grant—to the American Red Cross more than a century ago—through to today's vast array of initiatives, The Rockefeller Foundation has built a reputation as a trailblazer that convenes unlikely partnerships and sparks innovations for transformative change. The list of greatest achievements is long. Rockefeller Foundation founded the modern field of public health, developed vaccines to help eradicate diseases such as yellow fever and malaria, funded urban visionary Jane Jacobs, and catalysed a Green Revolution.

The Foundation is focused on core commitments: to end energy poverty, achieve health for all, nourish the world, expand economic opportunity, and seize upon emerging frontiers. The Foundation is pursuing these goals through innovative partnerships and through impact investments that find new ways to leverage private capital for social good.



The Rockefeller Foundation is among the most respected and deep-rooted of American philanthropies. And yet it has retained its fleet-footedness, as seen by The Foundation's swift response to the COVID-19 crisis. As from its earliest days more than a century ago, The Rockefeller Foundation is serving as a crucial catalyst, convener and innovator, helping the private sector and government do more to ease the pain of the pandemic. All told, the Foundation has given more than \$17 billion in current dollars to support thousands of organizations and individuals worldwide. The Foundation has also raised over a billion dollars for energy alliances and raised millions for COVID-19 testing.

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As an organization, the Foundation focusses on six values to advance their culture and to continue their success. The Foundation is dedicated to being Transparent, Optimistic, Accountable, Collaborative, Trusted and Equitable. It operates from a strong commitment to equity, diversity and inclusion in everything that they do. It's not only the right thing to do – they believe they couldn't make an impact without the diverse perspectives and experiences of their team members. They expect all employees at the Foundation to contribute by developing their unique perspective and talent, and to challenge conventional wisdom through evidence and reason, and by amplifying marginalized voices.

Further information about the foundation's impact is here: <https://www.rockefellerfoundation.org>

## The Role

The Rockefeller Foundation seeks a Vice President of Capital Mobilization, to raise \$1 billion+ per year for key Foundation initiatives, which will continue to transition deeply towards addressing climate change. Most immediately, Capital Mobilization will include identifying and cultivating new and existing partnerships with private and corporate philanthropies, family offices and donor advised funds and ultra-high-net-worth individuals. The Vice President will collaborate with RF's grant making or program teams to match potential funding partners to an initial suite of high priority initiatives, which will initially include Food Is Medicine and Global Economic Recovery and may expand to include regenerative agriculture, carbon markets for development and other priority initiatives.

This role is a trusted advisor and collaborator to internal Foundation colleagues in managing pipelines of external capital interest that will enable us to leverage The Foundation's investments and execute on our organizational strategy to make opportunity universal and sustainable and promote the wellbeing of humanity in a warming world. They will work closely with the Program Strategy team and others to prioritize the Executive Vice President's, Chief Operating Officer's, President's and Senior Vice Presidents' time on partnership development, lead donor relations for The Foundation, and work with our teams to implement Salesforce and other partnership collaboration tools globally to improve our effectiveness. The role is critical in positioning RF in the right dialogues to share our work with funders and build excitement around joint funding opportunities with RF, some of these opportunities could be a grantee or our public charity arm, Rockefeller Foundation Catalytic Capital (RFCC).

Reporting to the Executive Vice President of Programs, this position is a highly visible, externally facing role that represents The Foundation to current and potential co-funding partners. The successful candidate is a leader who has an exceptional and demonstrated fundraising track record, strategic thinking and execution capabilities, strong relationship building and advocacy skills, creative thinker, deep attention to detail, cultural competence, is a collaborative and effective team player, and is able to inspire and lead teams. A global development or philanthropic background that includes existing Climate Finance, Health, Food/Agriculture, Energy sector relationships, and philanthropic relationships is a benefit.

### **Principal Duties and Responsibilities:**

#### **Develop and Lead Strategy to meet Program Capital Mobilization and Fundraising goals:**

- Leads the development and execution of a Capital Mobilization strategy in partnership with the Executive Vice President of Programs, Chief Operating Officer, program and operations teams that can evolve into a broader framework for entering global co-funding partnerships and alliances
- Collaborates with program teams to understand and prioritize emerging initiatives and how capital, and partnerships with external organizations can best accelerate the initiatives and increase their impact.
- Serves as a brand ambassador for RF with external funders and develops funding relationships with high-level decision-makers, moving relationships through a pipeline from identification and lead generation to donation and relationship stewardship.
- Articulates potential projects in a clear and compelling way and helps external organizations assess fit with their priorities and goals
- Engages high-level leaders such as the Executive Team, Senior Vice Presidents and as appropriate, members of the Board of Trustees in partnership and funding discussions
- Develops fundraising materials in partnership with Strategic Learning & Impact and Strategic Communications and Policy
- Is responsible for the stewardship and collaborates with Finance on the accounting and reporting of any capital pooled for RF's programs – ensuring that those contributing capital receive timely, personal, and regular updates.
- Works with operations colleagues and RF Catalytic Capital (RFCC), as needed, to coordinate co-funding opportunities, transactions, and relationships
- Manages external consulting support (as needed)

## **Strategic Partnerships:**

- Acts as the partnership focal point working with program teams to use Salesforce to develop a pipeline of potential co-funders.
- Cultivates, develops and leads existing relationships with foundations, family offices, and critical cross-organizational programmatic funder relationships.
- Acts as a critical voice and partner to the Program and Program Strategy teams to build and support the partnership funding strategy for specific program opportunities.
- Collaborates with and convenes the various partnership functions across the Foundation to ensure that we are working in sync and effectively.
- Ensures alignment with the Foundation strategy and helps to prioritize partnership engagement opportunities and provides talking points and materials to senior leadership for capital mobilization engagements, as needed.

## **People Management:**

- Builds and manages a small, effective team with clear objectives to execute on this mandate.
- Sets the strategic objectives, and serves as an inspirational and collaborative leader of the Capital Mobilization team.
- Ensure professional and career development of the Capital Mobilization team.
- Creates pride and accountability for team's day-to-day work and contributions to the Foundation's goals.

## **Communications and Relationship Management:**

- In partnership with the program teams, seeks out and executes on new opportunities and relationships that expand the Foundation's network of influential co-funders, validators, decision-makers, and institutional leaders while building the Foundation's reputation.
- Builds trust-based relationships that leverage additional external resources towards Foundation goals.
- Regularly interacts with multiple external partners and leaders to evaluate, follow-up on, manage and close opportunities.
- Serves as the convener for capital mobilization functions across the Foundation to support collaboration and impact delivery.

## **Candidate Profile**

In terms of the performance and personal competencies required for the position, we would highlight the following:

### **Education, Experience and Skills:**

- At least 12 plus years of relevant experience in fundraising, strategic partnerships, and/or capital mobilization.
- Demonstrated track record of cultivating and managing \$250M+ partner and donor relationships.
- Experience evolving a fundraising, partnership and capital mobilization program for a leading non-profit organization with specific goals, metrics, and a highly complex and matrixed structure.
- Brings existing network of and ability to cultivate many deep relationships with potential co-funders as aligned with the Foundation's programmatic priorities, philanthropies, ultra-high-net-worth individuals, and , corporations.
- Experience creating, coordinating, delivering successful pitches for, and seeing through to signing \$100M+ funding opportunities.
- Inspires trust, and creates a sense of purpose with external and internal partners. Results-oriented, organized, committed to follow-through, and attentive to detail.
- Track record of leveraging international conferences for partnership and fundraising development efforts, including using the conferences to sign and announce deals.

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- Ability to adapt communication styles and forge strong partnerships with broad, diverse audiences.
- Excellent writing, presentation and public speaking skills required.
- Proven experience as a team player, creative and strategic thinker who thrives in a fast-paced environment.
- Ability to travel, as needed (~10%).

**Location:** New York City. This role is on a hybrid work schedule, and required to be in the office on Tuesdays, Wednesdays, and Thursdays, with a preference for 5 days per week in the office.

## Qualifications and Competencies

- **Balances Stakeholders:** Anticipates and balances the needs of multiple stakeholders.
- **Cultivates Innovation:** Creates new and better ways for the organization to be successful.
- **Develops Talent:** Develops people to meet both their career goals and the organization's goals.
- **Drives Vision & Purpose:** Paints a compelling picture of the vision and strategy that motivates others to action.
- **Values Difference:** Recognizes the value of difference perspectives and commits to inclusion, equity, and diversity in every aspect of work.

**Pay Range:** \$236,210- \$393,135. This represents the present low and high end of the Foundation's pay range for this position. Actual pay will vary based on various factors, including but not limited to experience.

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*The Rockefeller Foundation is committed to the principles of equal employment opportunity and to compliance with all federal, state, and local laws concerning employment discrimination, including the Americans with Disabilities Act. To this end, the Foundation ensures equal opportunity to all employees and applicants regardless of race, color, age, gender, sexual orientation, religion, marital status, national origin or ancestry, citizenship, lawful alien status, physical, mental, and medical disability, veteran status or liability for service in the United States Armed Forces.*

**The Rockefeller Foundation is an Equal Opportunity Employer.**

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