



Position:

Director of Strategic Partnerships & Development

About The Chef Ann Foundation

The Chef Ann Foundation's vision is to ensure that all children have access to healthy food at school to grow their bodies, minds, and futures. Our story began when Chef Ann Cooper decided to create an organization that helps schools ensure that every child has daily access to fresh, healthy food. Founded in 2009, the Chef Ann Foundation (CAF) carries out our vision by actively supporting school districts nationwide through grant programs and by providing tried and tested tools for school food change. Our major programs include:

- Get Schools Cooking: A program that provides hands-on support through an assessment of district-wide school food operations, strategic planning, funding opportunities and technical assistance, enabling school districts to increase their amount of scratch cooking.
- Project Produce: A grant program that helps schools increase kids' access to fresh fruits and veggies while providing nutrition education through lunchroom learning activities.
- Salad Bars to Schools (SB2S): A grant program that helps schools expand their commitment to serving fresh fruits and vegetables by implementing salad bars as part of their daily meal program.
- School Food Institute: Online courses that give school food service professionals and childhood nutrition advocates the in-depth training, operational skills and strategic vision necessary to make school food fresh, healthy, and sustainable.
- The Lunch Box: An online resource that provides free step-by-step guides, tools and recipes to help schools improve their food programs and transition to scratch-cooking.

Job Description

We are seeking a full-time Director of Strategic Partnerships to increase revenue, expand CAF's support base, diversify sustainable funding streams and engage donors with our programs and services. The position will emphasize identifying, cultivating and soliciting major donors, partnerships and funding opportunities,

Key Responsibilities

- Participate in strategic planning; develop and implement the annual fundraising campaign, including goals and specific strategies to achieve them
- Maintain current relationships and identify new individual, corporate, foundation and government prospects, which may include travel
- Develop and pursue innovative development initiatives in the key areas of cause-marketing, capacity building, government contracts and social enterprise
- Coordinate and support programmatic partnerships with initial planning, SOWs, partnership outlines, budgets, etc.

- Manage grants program, including submission calendar, proposal and budget development, grant compliance and reporting and management of grant writer
- Utilize CRM (SalesForce) to track opportunities and better target potential funding, support and partnerships
- Coordinate with the staff responsible for SalesForce administration
- Ensure proper reporting for all funders and partners, including Quarterly Impact Report and oversight of grant reports
- Coordinate with Marketing on donor & funding messaging, including strategizing and managing funding campaigns
- Work with Programs team to help manage new partnerships, including developing proposals, project outlines, and budgets for prospective partnerships
- Establish new funding streams that support existing programming
- Internal team management for corporate sponsored programming

Qualifications

Candidates for this position will possess:

- An undergraduate degree in business, marketing, nonprofit management or other related field
- Minimum of 5 years of experience in the development field with a proven fundraising track record
- Experience developing and maintaining productive working relationships with executive teams, board members and donors
- Ability to work independently as well as collaboratively
- Ability to travel as needed
- Strong organizational, managerial and communication skills
- Familiarity with customer/donor relationship management software

In addition, ideal candidates will possess:

- A demonstrated passion for school food reform
- An ability to adapt to shifting priorities

Compensation

Compensation will be commensurate with the candidate's previous experience and credentials. The Chef Ann Foundation is a great place to work and provides its staff with a competitive package, including health insurance reimbursement, professional development and paid time off.

To Apply

Please submit a cover letter and resume to leslie@chefannfoundation.org with the subject title "CAF Director of Strategic Partnerships." Position is based in Boulder, CO.

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