Director of Strategic Partnerships & Fundraising

Boston, MA Hybrid | Full-Time |

The Opportunity

The Director of Strategic Partnerships and Fundraising at PowerOptions role is an exciting opportunity to help build the fundraising foundation of our 501c3, PowerOptions Connect, a young organization tackling one of the most urgent challenges of our time: bringing the benefits of clean energy to the communities that need it most. If you're energized by building something meaningful from the start, this is your moment. You'll hit the ground running alongside an experienced fundraising consultant who has been working with PO Connect since December 2025. PowerOptions Connect has the potential to deliver great impact but needs the infrastructure to get there- and you will build it.

PowerOptions Connect is a 501(c)(3) sister organization to PowerOptions, Inc.--New England's largest nonprofit energy-buying consortium, serving 800+ member organizations across four states. PO Connect delivers four transformative programs: SolarShare (sharing the economic benefits of local solar with energy-burdened residents), Clean Energy Community Resilience Hubs (powering community spaces with clean energy and ensuring they can continue to serve their communities in emergencies), the Climate Implementation Hub (providing long-term decarbonization support to municipalities), and Decarbonization and Energy Resilience Support (delivering energy advisory services at low or no cost).

Key Responsibilities

- Drive PO Connect's fundraising strategy--identifying and pursuing high-value opportunities across public and private grantors that align with our mission
- Cultivate a dynamic portfolio of funders and ensure senior leadership maintains strong, sustained relationships with the partners most critical to our growth
- Spot and seize grant opportunities; lead proposals, manage deliverables, and nurture grantor relationships that keep funding flowing
- Build the fundraising infrastructure--CRM practices, pipelines, and systems--that will sustain PO Connect as it scales and demonstrate fundraising progress
- Build strategic partnerships that extend the work of PowerOptions Connect through developing and managing partnerships with mission-aligned organizations and representing PowerOptions Connect at events and conferences.
- Collaborate across teams to translate real community impact into compelling, funder-ready stories
- Collaborate with Senior Leadership and the Board of Directors to create policies and procedures for fundraising and governance.

Qualifications

- 5+ years shaping and executing strategic philanthropic partnership plans
- Proven track record cultivating relationships with diverse funders and internal stakeholders
- Strong grant management skills and exceptional written and verbal communication
- Experience with prospect research and managing multiple high-value partnerships simultaneously
- CRM experience preferred (Salesforce and GiveButter a plus); energy sector knowledge helpful but not required

Our Commitment

PowerOptions is a proud, woman-led nonprofit founded to serve under-resourced communities. Equity and inclusion aren't just values we talk about--they're core to our work advancing energy justice and to how we grow as an organization. We actively seek a diverse team and welcome candidates of all backgrounds. PowerOptions is an equal opportunity employer.

Salary Range

The salary range for this position is $140,000-150,000, commensurate with experience.

How to Apply

Join us in making a difference—apply today. Please send a cover letter and current resume, along with a link to your LinkedIn profile, to jobs@poweroptions.org with the subject line “Director of Strategic Partnerships and

Fundraising.” Complete applications must include both a resume and cover letter. Applications will be reviewed on a rolling basis until the position is filled. PowerOptions is unable to sponsor an employment visa at this time.

E-Verify

PowerOptions participates in the federal E-Verify program. For more information, visit www.e-verify.gov.