

# GoodCitizen

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The Global Fund for a New Economy  
Chief Development Officer  
Location: Remote

## About The Global Fund for a New Economy

[The Global Fund for a New Economy](#) was established in early 2024 to drive a more impactful and coordinated global movement to transform political economies worldwide. Its mission is to build a global economy that is fundamentally more inclusive, sustainable, and equitable.

Inspired by the successes of the global climate movement, the Fund's goal is to play a field building role, defining a clear vision and set of organizing principles to communicate a meaningful policy vision and agenda for change that will resonate with the general public, influential decision makers, and funders. They will work across sectors and countries with a wide range of partners, collaborating with think tanks, labor unions, academic communities, media outlets, and grassroots organizations. By mobilizing financial resources, infrastructure, and connective tissue across geographies and cultures, it aims to build critical mass and momentum to this global social movement. The political economy of the green transition is an example of this approach.

Bolstering the organizational strength of this new emerging field depends on growth of financial resources. The Fund's ambition is to raise \$1Bn build the field over ten years. It aims to apply fundraising lessons from other fields, such as the climate field, which has effectively developed new models of resource cultivation. It will seek high-leverage, high-potential opportunities by carefully choosing issues, methods, and networks that will have an outsized impact on shaping the next form of political economy.

Initially, the Fund will focus its field building efforts on strategically selected countries, prioritizing those with the economic size, influence, open and democratic stance, to be leaders in a global coalition for a New Economy. These countries include the United States, Brazil, India, the United Kingdom, Kenya, Germany, and South Africa. Additional countries may include Chile, Colombia, Mexico, Indonesia, and Poland, among others. Each country's strategy will be developed in collaboration with local New Economy leaders, focusing on actions with the greatest potential to scale up resources and impact within their respective ecosystems.

## Accountability & Structure

The organization is fiscally sponsored at the [Amalgamated Charitable Foundation](#). As a sponsored project of the Foundation, the Fund is advised by an advisory board of three people, [Anna Fink](#), Executive Director of Amalgamated Foundation and two independent members, [Connie Razza](#) and [Satbir Singh](#). The inaugural leader of the Fund is [Brian Kettinger](#) who will serve as one of two co-Presidents. An initial staff of 8-12 who reflect the diverse geographies and demographics of the sector are currently being assembled.

## The Chief Development Officer Opportunity

This is a unique opportunity for an accomplished fundraising leader to join the Fund at its inception and contribute to the development of an emerging field. The Chief Development Officer (CDO) will play a pivotal role in designing a groundbreaking global fundraising strategy aimed at growing and enhancing the resilience of global economy organizations. Their work will infuse net-new funding to help nurture a global movement poised to profoundly impact the global economy in ways that will deliver long-term benefits. Reporting to co-President, [Brian Kettenring](#), and collaborating closely as a key leader with other executives in the organization, the CDO will be the chief strategist for attracting funding at scale to advance the Fund's work to support the field's interests.

With anchor philanthropic funders such as the William and Flora Hewlett Foundation and Omidyar Network already in place, the CDO will guide individual philanthropists and other new partners to meaningfully engage in the global New Economy movement, offering diverse avenues for involvement. They will craft a blueprint for this endeavor, drawing inspiration from successful global initiatives such as climate action, to develop inventive approaches and a robust menu of philanthropic investment opportunities. The CDO will have the freedom to shape the fundraising strategy and assemble a top-tier team and fundraising operation from the ground up.

Initial priorities for the CDO include:

- **Create a Donor-Centric Fundraising Strategy:** In its first three years, the Global Fund foresees attracting 50 new donors to the field, giving at the \$2M/year level. The CDO will refine goals and put into place a vision and multi-year plan for attracting new donors and partners to bring this new initiative to scale. They will diversify philanthropic support, identify funding gaps, and seize emerging opportunities to bring new donors to the field.
- **Donor Champions Group:** a key to success will be establishing a committee of influential donors who will serve as champions of the New Economy initiative. They will be the catalysts for a peer-based network of funders. Their role will be to help build the donor community by supporting and promoting the team's strategic efforts to engage and partner with new philanthropists.
- **Build a Team:** While the CDO will work closely with the co-presidents, chief economist, and experienced strategic program and communications leaders, they will also build out a team of high performing development professionals to operationalize the plan. Foreseen as an initial team of five, they will build a donor community, articulate the vision and goals of the movement, and present ways for donors to engage, supported by impactful data and success stories. They will offer peer-to-peer learning occasions and access to field experts to advise on field priorities and funding opportunities.

## Ideal Candidate

First and foremost, the Fund seeks an entrepreneurial, bold and innovative fundraising professional who has a demonstrated track record of building successful fundraising campaigns that required new ideas and challenged the norms of traditional fundraising. A self-starter with a high level of ambition and appetite for complexity, the CDO needs to be comfortable in an environment where major gifts exceed seven figures. Supportive, respectful, discreet, and service-oriented, the CDO should be an effective listener, thoughtful, and able to inspire and support donors of significant wealth. An understanding of the content areas related to

movement building, philanthropic trends, and a strong interest in democracy and economics is a plus.

The CDO position requires an agile, entrepreneurial strategist and fundraiser who is skilled at moving initiatives from inception to tangible action and success. An expert collaborator and communicator, the CDO must be able to work well with a diverse set of implementing partners globally who are helping to shape the field and whose support will be critical in developing initiatives that will bring donors into the sector. They should also have experience mobilizing boards and peer funders to build the necessary donor landscapes and relationship pathways. A genuine and meaningful approach to collaboration is essential to take advantage of the knowledge and networks represented in the New Economy network.

Candidates must be familiar with the capacities and tools necessary to accomplish this significant initiative, which include, among others: marketing and communication needs, campaign project management, staff structures, pledge design and execution, donor engagement, and strategic partnership development.

The CDO needs to be someone who can inspire, lead, support, and successfully design the Fund's fundraising strategy as well as a leader capable of building and mentoring a virtual team located in major philanthropic regions.

### **Qualifications**

- Minimum of fifteen years of development experience, with express expertise in principle giving.
- Demonstrated success in securing multimillion-dollar funding.
- At least seven in leadership roles and strong managerial skills, including high performing team leadership and development.
- Excellent communication skills, both written and verbal, with meticulous attention to detail.
- Capacity to collaborate effectively and supportively with subject matter experts and diverse global partners.

### **Compensation, Benefits, & Location**

The anticipated salary range for this position begins at \$300,000 and comes with a highly competitive benefits package through the Amalgamated Foundation, including health coverage, dental and life insurance, retirement benefits, paid parental and sick leave, vacation, and holidays. This role is designed as a remote position. Access to a major metropolitan airport is essential as global travel is required.

### **The Global Fund for a New Economy's EEO Statement**

The Global Fund for a New Economy is committed to building a diverse team. All qualified applicants will receive consideration, irrespective of racial or ethnic background, opinions or

beliefs, gender, sexual orientation, health or disabilities. We positively encourage applications from those from under-represented or marginalized groups.

### **To Be Considered**

Please submit your resume and cover letter expressing your interest in the position and fit for the role via the "[Become a Candidate](#)" button. Letters may be addressed to Melissa Merritt.

Applicants applying by Monday, August 19<sup>th</sup> will be given priority consideration, with the position open until filled.

GoodCitizen has been exclusively retained by The Global Fund for a New Economy to lead this search. For questions, please contact:

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