

# COMMUNITY FOUNDATION OF SARASOTA COUNTY

## JOB PROFILE

**Title:** Director, Community Impact  
**Date:** 9/1/24  
**Reports to:** Vice President, Community Impact  
**Supervises:** Specialist  
**Status:** Exempt

### **Purpose:**

Lead initiatives and grantmaking efforts to ensure community impact. Working with partners such as public-school systems, postsecondary institutions and education-focused nonprofits, the incumbent develops strategy, deepens relationships/partnerships, and creates frameworks to evaluate impact.

### **Responsibilities/Essential Functions:**

- Establish grantmaking priorities and goals, including tactical plans to achieve them.
- Develop and oversee grantmaking strategy, Field of Interest funds
- Cultivate relationships with prospective and existing grantees (i.e., nonprofit organizations, schools, etc.); provide direction on funding opportunities within CFSC.
- Evaluate funding requests, recommend grant awards, and analyze grant results.
- Make presentations for nonprofits, donors and strategic partners using industry knowledge, grantmaking trends and data derived from internal and external sources.
- Convene community partners to ensure grantmaking addresses community needs.
- Contribute to high-level thought leadership on innovative approaches to strategic partnerships, initiatives and grantmaking.
- Develop expertise on issues related to education and the nonprofit sectors; help inform organizations regarding how CFSC supports educational pathways for all ages.
- Engage as an active member of the community and a source of knowledge surrounding support for education and the 2Gen Approach.
- Act as liaison and subject matter expert to the internal Philanthropy team, connecting donors with nonprofits and available funding opportunities within the education sector.
- Participate in cross-departmental discussions/sharing of knowledge to ensure optimal donor and nonprofit understanding and support.
- Provide inspiring coaching and leadership to team members.
- Attend events, school board meetings, etc., which may be after hours.
- Other duties as assigned, based on business needs.

### **Qualifications:**

- Bachelor's degree plus 10 years overall experience, including several years leading functions and staff, preferably in the nonprofit sector.
- Experience managing complex, cross-sector initiatives and projects.
- Proven experience successfully leading and inspiring a team of professionals.
- Knowledge of the local philanthropic community preferred.
- Highly developed relationship-building, listening, written and oral communication skills.
- Financial acumen to evaluate budgets and measuring return on investments/grants.
- Experience managing and analyzing data, reviewing metrics and evaluating results.
- Highly organized, detail-oriented and flexible.
- Advanced skills in Excel; proficiency with MS Office, Word and PowerPoint; Foundation-specific software experience preferred; able to self-support for basic computer and network problems.