



Director of Institutional Giving

Healing New York (formerly NYSPCC) provides trauma-informed clinical services and prevention programs for children and families affected by abuse and neglect, at no cost to those we serve.

Healing New York seeks a Director of Institutional Giving to lead and grow revenue from foundations, corporate partners, government grants, and legislative funding opportunities.

Position Overview

Reporting to the Chief Development and Communications Officer (CDCO), the Director of Institutional Giving will lead a high-performing institutional fundraising portfolio that supports program growth and long-term sustainability.

This role requires a strong writer and relationship manager who can secure new funding while ensuring excellence in grant management, compliance, and reporting.

Key Responsibilities

Institutional Fundraising

- Manage and grow a portfolio of institutional funders, including foundations, corporate partners, and government sources
- Develop strategies to secure new funding and expand existing support
- Lead government and legislative funding efforts, including grant applications, contract registration, and compliance

Grants Management & Stewardship

- Lead the full lifecycle of institutional funding, including proposals, reporting, and funder stewardship
- Develop compelling grant proposals and reports in collaboration with program staff
- Manage timelines, requirements, and compliance across funders, coordinating with program and finance teams

Coordination & Systems

- Coordinate institutional fundraising across program, finance, communications, and leadership teams
- Build and maintain systems to track grants, deadlines, and deliverables
- Ensure accurate tracking of funder activity and requirements in CRM systems



Beginning with children since 1875

Qualifications

- Bachelor's degree required
- 6–10 years of experience in institutional fundraising, grant writing, or related field
- Demonstrated success securing funding from foundations, corporations, and government sources
- Strong writing and editing skills, with experience developing grant proposals and reports
- Experience managing government grants and contracts, including compliance and reporting
- Strong project management and organizational skills, with the ability to manage multiple priorities
- Experience working cross-functionally and coordinating across teams
- Experience with CRM or project management systems

Compensation & Benefits

Salary range: \$125,000 commensurate with experience

This is a hybrid position based in New York City, with a mix of in-office and remote workdays.

Healing New York offers a comprehensive benefits package, including medical, dental, and vision insurance; a 403(b)-retirement plan; life insurance; and generous paid time off.

How to Apply

If you meet the qualifications and are interested in this opportunity, please submit your resume and cover letter to info@healing-ny.org.

**Healing New York is an Equal Opportunity Employer that promotes diversity in its employment practices. Employment decisions are made without regard to an applicant's actual or perceived race, color, religion, creed, sex/gender (including gender identity or expression, pregnancy, childbirth, and related medical conditions), sexual orientation, national origin, ancestry, ethnicity, age, disability, alienage or citizenship status, marital status, arrest or conviction record (consistent with the provisions of New York State's Corrections Law), partnership status, familial status, military status, status as a victim of domestic violence, stalking, or sex offense, veteran status, genetic predisposition or carrier status, or any other characteristic protected by applicable law.*