

## **Director of Institutional Giving**

Healing New York (incorporated in 1875 as the New York Society for the Prevention of Cruelty to Children, the nation's first child protection agency) 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, including the use of anti-racist, decolonized language in proposals and funder communications.

## **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, using strengths-based, anti-racist, and decolonized language that centers the dignity and agency of the children and families we serve

- Manage timelines, requirements, and compliance across funders, coordinating with program and finance teams
- Review proposal and reporting language on an ongoing basis to ensure it reflects an anti-racist, decolonized approach, moving away from deficit-based narratives about the communities we serve

### **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

### **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 through a strengths-based, anti-racist lens
- 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
- Commitment to anti-racist and decolonized approaches to fundraising and storytelling, with sensitivity to how language shapes perceptions of the children and families we serve



## **Compensation & Benefits**

Salary range: \$125,000

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](mailto: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.*