



**CHIEF ADVANCEMENT OFFICER  
THE NEW YORK CLIMATE EXCHANGE  
NEW YORK, NEW YORK**

The New York Climate Exchange (“The Exchange”) is an exciting new nonprofit climate solutions center designed to build community, foster collaboration, advance climate knowledge, and empower marginalized communities through cross-disciplinary networking, impactful programming, and cutting-edge facilities. While The Exchange will have a physical presence on Governors Island, its spirit and influence will extend beyond the Island into New York City and, eventually, across the country and world. The Exchange’s diverse coalition of partners – committed and prepared to collectively disrupt the status quo – incorporates local and global perspectives on climate change from academia, industry, environmental justice, public health, and government. As the first of its kind, The Exchange will unlock integrated and scalable approaches to sustainability, ultimately serving as a global model for scalable and sustainable positive change.

The Exchange seeks a visionary leader to serve as its first-ever Chief Advancement Officer (CAO). This is a unique opportunity to build and lead a fundraising organization from the ground up in collaboration with diverse partner organizations focused on affecting real change battling the biggest crisis of our time — climate change. The CAO will serve as a senior leader for The Exchange, setting strategic direction for fundraising and executing a multi-year, comprehensive development strategy to support the organization’s critically important mission as well as to significantly increase its visibility in New York City and ultimately on the global stage.

The Exchange is a highly impactful and visible initiative, selected in April 2023 after a two-year global competition by the Trust for Governors Island and NYC Mayor’s Office to create a first-of-its-kind climate solutions center.

As the world rallies to face the consequences of climate change, the degree of public and private financial support already expressed for the important work of The Exchange is heartening. The Exchange secured a total of \$160 million in philanthropic support as of September 2023, including a combined gift of \$100 million from the Simons Foundation and Simons Foundation International, and \$50 million from Bloomberg Philanthropies. Over an additional \$300 million in philanthropy is needed in the next two-and-a-half years to successfully enable the capital and operating visions.

This position will require a seasoned, entrepreneurial development professional who seeks to play a key role in building a sophisticated and sustainable philanthropic model for an emerging organization. The CAO will be an experienced leader, comfortable with ambiguity, familiar with solving complicated, nuanced problems and working in complex organizations, and skilled at leading through influence. They will work in collaboration with the CEO and partner organizations to secure principal and transformational gifts.

The Exchange is committed to identifying a diverse hiring pool for the CAO role.

While The Exchange will consider a broad range of backgrounds, the ideal candidate will have the following qualifications/experience:

- Commitment to, and passion for, the mission of The New York Climate Exchange; ability to communicate and create excitement about mission, vision, programs, and fundamental strengths of this historic initiative.
- Minimum of 10 years of experience in progressively responsible development leadership positions,





which includes work in all functional areas and participation in a major capital campaign.

- Demonstrated track record of successful frontline fundraising for an institution of higher education, nonprofit organization, or other environment of similar complexity with multiple stakeholders; previous work experience in higher education or on environmental issues is preferred.
- Experience with the regional, national, and international climate funding community with a working knowledge of language and content is strongly preferred. Relationships within the New York City climate community will also be greatly valued.
- Hands-on principal gift (\$1M-\$9.99 million) and transformational gift (\$10+ million) experience, including cultivation through solicitation and stewardship, preferably on a national and international scale, as well as experience working with planned giving, large and sophisticated corporate and foundation partners, and annual fund strategies for developing the next generation of leadership donors; success in securing gifts from both defined and undefined constituencies.
- Particular strength in developing strategic and comprehensive fundraising plans, executing against these plans to achieve goals and objectives, developing fundraising strategies and experience working directly with the most senior levels of an organization is very important; ability to effectively strategize and engage various groups and constituents, including alumni, donors, and major benefactors.
- Demonstrated commitment to and understanding of how to build diversity and inclusion in the advancement function; culturally competent with respect to issues such as racial, cultural, religious, sexual, and gender identity.
- Ability to develop trust and strong collaborative working relationships; experience nurturing and motivating high-level volunteers and expressing appreciation for their role in building an effective development network.
- Demonstrated ability to extract and analyze data to make effective, efficient decisions about strategy and process. Experience preparing and communicating analysis and reporting on revenue and growth trends to a variety of audiences.
- Experience in high-level philanthropy and an understanding of the style, high level of detail, and impeccable customer service required; knowledge of the donors, strategies, and trends in New York City philanthropy and the ability to navigate the city's philanthropic elite preferred.

Download the full position description via the following link: <https://diversifiedsearchgroup.com/search/20330-the-exchange>

*The New York Climate Exchange provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.*

The Exchange has retained the DSG Fundraising & Advancement Practice of the Diversified Search Group to assist in this confidential search process. Applications (current resumes and cover letters) will be accepted until a successful appointment is made with a preference for applications received by January 15, 2024. Inquiries, nominations, and applications may be submitted via the following link or directed to one or more members of the search team. <https://talent-profile.diversifiedsearchgroup.com/search/v2/20330>, or directed to:

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