

Climate Curve (formerly Global Warming Mitigation Project):

Position Title: Director of Strategic Growth

Reports to: Executive Director

Location: Remote, with preference for candidates in the Roaring Fork Valley or Aspen, CO. This position will require frequent travel to the Roaring Fork Valley, CO, and occasional travel within and outside of the United States.

Salary & Benefits: The salary range for this position is 80,000-100,000 USD, but highly dependent on the candidate's experience. While Climate Curve typically shares a salary range in job postings, we want to be transparent about the fact that we have not yet set a firm range for this position. Climate Curve offers flexible working hours, healthcare benefits, discretionary sick and vacation time, and a commitment to supporting employees' need for work/life balance.

About Climate Curve

Climate Curve accelerates the world's most impactful climate solutions by providing capital, talent, and visibility. Through flagship programs like the Keeling Curve Prize, the Climate Curve Prize: Methane, Constellations Fellowship, and Climate Impact Conduit, we identify and support high-potential climate innovators and connect them with the resources needed to scale globally. Find out more at www.climatecurve.org

Climate Curve's flagship program, the Keeling Curve Prize, awards funding and visibility to projects worldwide that are reducing, removing, or replacing greenhouse gas emissions. We support Keeling Curve Prize winners, finalists, and applicants by connecting them with funding opportunities, providing paid internships, and facilitating networking opportunities.

About the Director of Strategic Growth position

This position will be responsible for leading Climate Curve's fundraising efforts, working closely with our Executive Director. Over the next two years, we are aiming to increase the size of the Keeling Curve Prize purse and we have recently launched our first sector prize, the Climate Curve Prize: Methane. Our fellowship program and investment conduit program will need to simultaneously grow to support the growing needs of our network. All of this will take increased financial resources and therefore we have ambitious fundraising goals.

Climate Curve has been primarily funded by individual donors. Over the past year, we have diversified our funding considerably by growing our major donor program and securing corporate sponsorships and foundation grants. Now that we have established a track record, as well as a number of high-level partnerships, we believe we are well positioned to receive larger gifts that will allow us to accomplish our goals. The role of the Director of Strategic

Growth will be to leverage these programmatic and fundraising successes to grow the organization's budget and impact over the coming years.

Primary Responsibilities:

Fundraising Strategy & Execution

- Develop the organization's short and long-term fundraising strategies to help Climate Curve meet our budget needs and plans for expansion, with participation from the Executive Director, Board of Directors, and other staff members as appropriate.
- Identify and cultivate past and prospective donors. This will be done in close collaboration with the Executive Director, who holds many of the organization's major donor relationships.
- Secure financial support from corporate sponsors, foundations, and other partners. This position will be responsible for managing outreach and cultivation efforts, in partnership with the Executive Director and with support from the Operations Director and Director of Prizes and their teams.

Grants & Institutional Funding

- Lead grant writing and reporting processes, including concept notes, proposals, and funder updates
- Conduct prospect research and support pipeline development for foundation and institutional funding
- Manage relationships with key funding partners and track grant deadlines, deliverables and reporting timelines

Donor & Stakeholder Engagement

- Ensure the responsible management and organization of our internal fundraising systems, including donor communications, tracking and reporting, appeals, gift acknowledgements, and prospecting and outreach.
- Maintain strong stewardship practices to deepen engagement and increase donor retention and giving levels
- Contribute to initiatives such as the Global Network and Global Prize Network
- Support communications and programmatic staff and advisors as needed

Events & Revenue Generation

- Represent the organization in spaces that can support our fundraising goals. This could include participating in or preparing others to represent the organization at Climate Curve outreach events or other conferences or summits.
- Play a lead role in planning and executing fundraising events (e.g., Keeling Curve Prize Awards, Climate Week activations)

- Leverage events as key moments for donor acquisition, cultivation, and visibility through clear objectives and event strategy development

Data, Systems & Reporting

- Own CRM (HubSpot) data integrity, pipeline tracking, and reporting
- Analyze fundraising performance and generate insights for leadership reporting
- Maintain organized systems for tracking donor engagement, revenue, and outcomes

Board & Leadership Support

- Prepare development updates, reports, and materials for board meetings and monthly board correspondence
- Identify opportunities and empower Climate Curve's Board of Directors and Circuit Board members to assist with fundraising efforts by holding events, representing the organization in strategic places, making introductions and participating in fundraising campaigns.
- Collaborate closely with executive leadership on strategic priorities and growth initiatives
- Participate in new board member identification and acquisition

Qualifications and Skills:

- 7+ years of experience in nonprofit development, partnerships, or fundraising
- Strong connections within the Roaring Fork Valley and its donor communities
- Highly organized, self-motivated and detail-oriented.
- Proven track record of meeting fundraising goals and securing major gifts.
- Strong interpersonal, verbal communication and presentation skills.
- Excellent writing and editing ability.
- Strong prospect identification and cultivation skills.
- Experience with CRM systems (HubSpot or similar) and fundraising tools and platforms such as Benevity, GuideStar, Candid, Network for Good, etc.
- Ability to operate both strategically and tactically in a fast-paced environment
- Deep commitment to mitigating the global climate crisis and supporting projects and programs that are effectively reducing, replacing or removing greenhouse gases from the atmosphere.

To apply: Please email a cover letter, resume, and 3 references as one pdf to our team at prizes@climatecurve.org with the subject line "DSG Application: first_name_last name" before June 1, 2026. The position start date is flexible, but ideally a candidate would be able to start in July 2026.

Climate Curve is an equal opportunity employer. We welcome applications from all, and encourage people of color, indigenous, women, people with disabilities, immigrants, and members of the LGBTQ community to apply for this role.