



External Relations Partner Position Announcement

FLSA Status: Full Time, Salaried, Exempt

Salary Range: \$100,000 - \$140,000

Hiring Partner: Erica Cantoni

Ideal Start Date: September / October 2021

Wildflower Foundation seeks an External Relations Partner to work at the intersection of federal and state government partnerships through funding and policy **and** nonprofit development of institutional, corporate and individual philanthropic investors.

Our ideal candidate would:

- Have a demonstrated track record of success as a fundraising leader for an entrepreneurial non-profit
- Have experience navigating and accessing federal and state government programs, tracking and influencing legislation and meaningfully engaging with public policy development
- Be committed to serving as an actively engaged, accountable and committed partner in building a culture of liberation and equity
- Be seeking an opportunity to apply their skills and develop strategy and systems within a radically different, nonhierarchical organizational model

Essential Responsibilities

- Identifying the ways that federal programs, policy, and funding streams create opportunities or challenges for Wildflower to do its work generally, plus specifically in the areas of early childhood, K-12 education, and small business support
- Developing and executing on a strategy to take advantage of relevant opportunities for Wildflower nationally
- Developing strategy to support regions and schools in embracing relevant opportunities
- Identifying opportunities to shape federal programs, policy and funding to create new opportunities and alleviate challenges for Wildflower - directly, through coalitions, or in other innovative ways
- Cultivating relationships with members, Congressional staff, administration staff, and influencers to shape the federal policy and funding environment to support Wildflower's work
- Cultivating relationships with coalitions and advocacy groups focused on federal policy and funding in areas of significance to Wildflower's work, including early childcare, K-12 education, and small business support
- Being an active and accountable partner in ensuring that Wildflower has the financial resources it needs to carry out its purpose



- Working to cultivate and steward Wildflower's major donors by deepening relationships, meaningful engagement in and commitment to our work
- Embarking on the identification and development of new prospective investors in Wildflower's work
- Supporting general message and campaign development in collaboration with the National Development Circle
- Working collaboratively on national and regional development strategy, grants and reports

Minimum Qualifications

- Bachelor's degree or equivalent training or work experience
- 5+ years of direct experience between national nonprofit fundraising and federal or state government, governmental affairs or public policy advocacy

Preferred Attitude, Knowledge, and Skills

- You are a collaborative, creative, energized thinker. You are motivated by the vastness of what is possible and energized by finding solutions to obstacles.
- Generosity of spirit – You live with kindness, work gently with others and practice gratitude. You seek advice openly and are comfortable working in a non-hierarchical organization. You maintain trust through transparency and direct communication.
- A desire to learn and grow – You are eager to stretch beyond your current experience, to develop new skills and expertise and to more deeply explore your purpose and potential. You believe in hard work and humility. You are comfortable with a culture of airing, embracing and learning from mistakes.
- You are unafraid to ask. From governmental affairs to philanthropic engagement, you are deeply comfortable boldly inviting others to support and partner with Wildflower and believe these collaborations are mutually meaningful and beneficial
- Project management - You are a person who naturally follows through, chases down leads and effectively shepherds collective action without exerting control or needing a "management" title
- Passion for Equity-Centered Montessori – You are actively engaged in personal equity work and have experience working with and supporting BIPOC leaders. You are eager to increase access to Montessori and to support neighborhood nested school communities.
- You are purpose-driven, deeply self motivated and entrepreneurial and will thrive in our self-managed environment
- One of the features of Wildflower's self-management ecosystem is that people typically have multiple roles in different parts of the organization, and once you get settled into your external relations roles, you may take on other roles that reflect your talents and energies as well.



Wildflower Foundation shall not discriminate, on the basis of race, color, national or ethnic origin, creed, religion, sex or gender, disability, age, marital status, sexual orientation, status with regard to public assistance, or in any other way based on personal identity markers that do not relate to the capacity of an individual person to carry out the responsibilities of a role.

We are particularly interested in meeting candidates with diverse backgrounds. Wildflower is an equal opportunity employer. **If you are interested in the role or have suggestions for candidates who might be, please contact erica.cantoni@wildflowerschools.org.** All communications will be kept strictly confidential.

Note

This job description in no way states or implies that these are the only duties to be performed by the employee(s) incumbent in this position. All duties and responsibilities are essential functions to be performed in a typical office or work from home environment and are subject to possible modification to reasonably accommodate individuals with disabilities. This document does not create an employment contract, implied or otherwise, other than an "at will" relationship.

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