

# Consultant for Foundation Relations

Homebase is looking for a Foundation Relations & Funding Consultant to develop and implement a strategy to establish and deepen partnerships with new and existing funders to accelerate our impact in advancing solutions to homelessness.

## About Homebase

Homebase is a national nonprofit dedicated to the social problem of homelessness. Our mission is to end homelessness, prevent its recurrence, and decrease its effect on communities. For over thirty years, we have worked at the local, state, and national levels to support our partners in designing systems and implementing responses to homelessness while fostering collaboration and collective impact in addressing its political and economic causes. Homebase currently has approximately \$11M in revenue and over 75 staff across the US.

## Scope of Work

- Develop and finalize a strategy, scope of work and workplan with Homebase's Executive Director, Strategy Leads, and Communications and Grants Manager, with clear and achievable objectives.
- Conduct analysis of Homebase's strengths, challenges, and opportunities to develop a sustainable private funding strategy and actionable plan for the short and longer term.
- Build on Homebase's existing research to develop a strategic list of prospective funders and grantmaking partners.
- Draft letters of introduction, proposals, and other materials, and conduct outreach to lay the groundwork for potential partnerships and strengthen awareness of Homebase's work and national profile.
- Advise on long-term strategy and sustainable staffing and procedures to support foundation fundraising and pipeline development goals.
- Other support as needed to implement the funding strategy and achieve reasonable goals in securing grants to support Homebase's strategies.

## Preferred Qualifications

- A proven track record of building a robust portfolio of multi-year six- and seven-figure grants and partnerships with private philanthropy targeting housing and homelessness or related issues.

- Highly skilled in oral and written communications and demonstrated experience in developing rapport with a range of audiences: Board and executive leadership, staff, partner organizations, and foundations, among others
- Extensive experience developing competitive proposals for medium and large-scale strategic regional and national initiatives.
- Experience working with nonprofits that focus on consulting, capacity building, and/or local policy change.
- Commitment to racial justice and principles of equity and inclusion.

To apply, please submit a resume, cover letter, and rates to [jobs@homebaseccc.org](mailto:jobs@homebaseccc.org).