

CommonWealth Beacon

About Us

[CommonWealth](#) is Massachusetts' only civic news organization and our state's only statewide news service. We focus our journalism on the civic institutions that comprise Massachusetts' state and local governments, public policy, electoral politics and citizens' engagement in their democracy. *Commonwealth* is offered to the public free of charge and is widely read by the public and leaders in government, non-profit and private sectors. *CommonWealth* is published by the Massachusetts Institute for a New Commonwealth ([MassINC](#)), a nonprofit organization.

CommonWealth will soon expand its journalism and organizational staff by transforming into a larger news organization called *CommonWealth Beacon*. This new, expanded civic news organization will continue its commitment to the existing values and mission that have always characterized *CommonWealth's* journalism. *CommonWealth Beacon* will grow its audience, impact, and journalism to serve all who call Massachusetts their home.

Director of Revenue

CommonWealth Beacon, a division of the Massachusetts Institute for a New Commonwealth (MassINC), is seeking an experienced fundraising professional who can build multiple revenue streams for Massachusetts' only civic news organization. This is a new position created to help us build a sustainable future for *CommonWealth Beacon* and to expand our coverage of the civic institutions, public policies, and electoral politics of Massachusetts' state and local governments.

The Director of Revenue will be part of the leadership team of *CommonWealth Beacon*, to set the direction of the enterprise with a focus on building revenue from sponsorship, membership and philanthropy as well as collaborative partnerships that will lead to a sustainable financial foundation upon which our civic news organization will be based.

We are looking for a highly-skilled fundraising professional who shares our commitment to accessible, high-quality, non-partisan journalism that will cover Massachusetts politics and government on a state and local level with the rigor and intelligence that is our "beacon."

Key Responsibilities

The Director of Revenue's key responsibilities include:

- Serving as a member of the organization's leadership team to transform *Commonwealth* into *CommonWealth Beacon*.
- Establishing annual and long-term revenue goals, and designing and implementing plans to achieve those goals, in the following areas:
 - Major 4-7 figure gifts from individuals and foundations
 - Annual and multi-year corporate partnerships and sponsorships from major businesses with locations based throughout Massachusetts
 - Individual Memberships – (our subscribers) <\$1,000
- Serving as *CommonWealth Beacon's* chief major gifts officer by identifying, cultivating, soliciting, and stewarding major gift prospects.
- Overseeing the organization's foundation relations program, ensuring there is a steady pipeline of prospects who are moving through the stages of identification, cultivation, solicitation, and stewardship.
- Directing the planning and implementation of appropriate cultivation, fundraising and stewardship events.
- Working with consultants as necessary to develop and implement a new CRM technology platform to focus on revenue and audience growth. Implementing a system for entering, tracking, and reporting on gifts; maintaining donor/prospect records; and providing timely and thorough reports for the publisher and key stakeholders.
- Preparing and managing the development budget and evaluating annually the effectiveness of the organization's development efforts, including cost analysis.
- Facilitating education and communication throughout the organization regarding fundraising activities.
- Establishing and maintaining strong relationships with MassINC administrative leadership, donors, prospects, the philanthropic community, and other relevant constituency groups.
- Serving as an articulate, enthusiastic, and visible spokesperson for *CommonWealth Beacon*.
- Participating in appropriate professional associations.
- Contributing to an organizational culture that is inclusive and welcoming to all.
- Performing other services as necessary to achieve the fund-raising objectives of the organization.

Qualifications

The successful candidate for this position will have:

- At least five years' experience in fundraising, with a preference for a strong track record in major gifts fundraising.
- Exceptional experience managing CRM/fundraising software systems.
- Excellent interpersonal communication skills including the ability to establish and maintain effective working relationships with donors, board members, staff, and colleagues.
- Strong writing skills including experience writing grant proposals.
- Outstanding management and organizational skills.
- Excellent ability to prioritize and manage multiple tasks.
- A good understanding of electronic and social media and an ability to leverage those platforms strategically for optimum return on investment.
- Ability to work in a fast-paced environment.
- A minimum of a Bachelor's Degree.
- A commitment to building an engaged citizenry through high quality journalism.
- A sense of humor!

All *CommonWealth Beacon* personnel will be employed by MassINC. The salary range for this position is between \$90,000 and \$120,000 per year. MassINC provides a full suite of benefits including healthcare with HRA, dental insurance, 401K plus company match, FSA and DCA, unlimited vacation, generous parental leave, and 13 paid holidays throughout the year, among other benefits.

MassINC is an equal-opportunity employer. At MassINC and *CommonWealth* we believe that diversity and inclusion is not only critical to our workforce, but to our overall mission and purpose to move the organization and Massachusetts forward. We encourage candidates of all backgrounds to apply.

Please send a thoughtful, personalized cover letter that displays your qualifications, enthusiasm, and communication skills and style, along with a resume to general@massinc.org.