NEW JERSEY ENVIRONMENTAL JUSTICE ALLIANCE

Strategic Fundraising & Philanthropy Consultant

The New Jersey Environmental Justice Alliance (NJEJA) invites proposals from qualified consultants to provide strategic fundraising and philanthropy consulting services.

About the Organization

NJEJA is a statewide alliance of organizations and individuals working together to eliminate environmental injustices affecting communities of color and low-income communities across New Jersey. Through advocacy, organizing, policy leadership, education, technical assistance, and coalition building, NJEJA supports community-driven solutions that create healthy, sustainable, and equitable neighborhoods.

NJEJA is the state's leading environmental justice organization, bringing together diverse voices from community organizations, labor, faith communities, academia, civil rights organizations, and environmental advocates. Our work is rooted in the belief that everyone deserves to live, work, learn, worship, and play in clean, safe, and healthy environments.

Consulting Opportunity

Primary Organizational Contact: Executive Director

Estimated Level of Effort: Estimated Level of Effort: Negotiable based on the proposed scope of services, with an anticipated volume of 2–5 grant proposals per month, depending on funding opportunities and proposal complexity.

Work Arrangement: Remote, with work focused on supporting NJEJA's strategic fundraising priorities.

The New Jersey Environmental Justice Alliance (NJEJA) invites proposals from experienced fundraising and philanthropy consultants to support the organization's institutional fundraising strategy and long-term financial sustainability.

NJEJA seeks a consultant with demonstrated expertise in environmental and environmental justice philanthropy, foundation relations, institutional fundraising, and strategic partnership development. The selected consultant will work collaboratively with the Executive Director and relevant organizational stakeholders to identify funding opportunities, strengthen relationships with institutional funders, develop competitive proposals, and advance fundraising priorities.

Consultants are encouraged to submit proposals outlining their proposed approach, anticipated deliverables, timeline, level of effort, and fee structure.

Anticipated Scope of Services

1. Fundraising Strategy & Leadership
    - Develop and recommend strategies to strengthen NJEJA's comprehensive institutional fundraising approach.
    - Identify opportunities to diversify and grow philanthropic revenue.

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- Work with the Executive Director to identify annual fundraising priorities, goals, and metrics.
- Provide recommendations on emerging trends within environmental and environmental justice philanthropy.
- Recommend systems and processes to strengthen long-term development capacity.

2. Foundation Relations
   - Recommend strategies to cultivate and expand relationships with national, regional, and local foundations.
   - Identify, research, and assess prospective institutional funders aligned with NJEJA's mission.
   - Develop proposed cultivation plans for new and existing foundation partners.
   - Recommend and support funder site visits, briefings, and relationship-building opportunities.
3. Proposal Development
   - Develop competitive grant proposals, letters of inquiry, and funding requests, as outlined in the agreed-upon scope of services.
   - Recommend approaches to grant calendars and proposal pipelines.
   - Collaborate with relevant organizational staff to translate community impact into compelling funding narratives.
   - Provide support for grant reporting and stewardship efforts to strengthen long-term partnerships.
4. Philanthropic Networking
   - Identify opportunities to engage with environmental and environmental justice philanthropic networks.
   - Identify collaborative funding opportunities, pooled funds, and strategic partnerships.
   - Facilitate introductions between organizational leadership and key philanthropic contacts, where appropriate.
5. Executive Partnership
   - Provide strategic fundraising advice and recommendations to the Executive Director.
   - Develop briefing materials, talking points, and donor strategies for leadership meetings, as agreed upon in the scope of services.
   - Provide guidance on funder engagement and stewardship strategies.
   - Offer recommendations during strategic planning discussions related to organizational growth and sustainability.

Consultant Experience and Expertise

NJEJA welcomes proposals from consultants who can demonstrate the following experience and expertise:

- Seven or more years of progressively responsible fundraising leadership, with significant experience securing foundation funding.

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- Demonstrated success raising six- and seven-figure institutional gifts.
- Extensive knowledge of environmental, climate, conservation, and environmental justice philanthropy.
- Existing relationships with national and regional environmental funders.
- Familiarity with philanthropic networks including the Environmental Grantmakers Association (EGA), the Bluesky Funders Forum, and other environmental funding collaboratives.
- Strong understanding of the philanthropic landscape across New Jersey, New York, and Pennsylvania.
- Experience working with environmental justice organizations, movement organizations, coalitions, or community-based nonprofits.
- Excellent grant writing, strategic communications, and proposal development skills.
- Exceptional relationship-building abilities with diverse stakeholders.
- Strong project management and organizational skills.

Preferred Experience

- Experience working in or alongside environmental justice movements.
- Knowledge of public policy, advocacy, and coalition-based organizations.
- Familiarity with funding strategies that integrate advocacy, organizing, research, leadership development, and community engagement.
- Experience helping organizations expand from project-based fundraising toward long-term organizational sustainability.
- Experience supporting executive leaders and boards in major institutional fundraising efforts.

In evaluating proposals, NJEJA will consider the extent to which the proposed approach:

- Prioritizes authentic relationships as the foundation of effective fundraising.
- Reflects an understanding of community-led solutions and movement-building approaches.
- Demonstrates a commitment to collaboration, humility, and shared leadership.
- Effectively translates complex environmental justice work into compelling philanthropic opportunities.
- Demonstrates strategic thinking, creativity, and an understanding of how to expand NJEJA's network of philanthropic partners.
- Supports NJEJA's long-term impact, organizational growth, and financial sustainability.

Proposal Submission

Interested consultants are invited to submit a proposal outlining their approach to supporting NJEJA's strategic fundraising and philanthropy goals. Proposals should outline the anticipated volume of grant proposals the consultant can support monthly, along with the proposed scope of services, relevant experience,timeline, and fee structure. Please submit proposals to **jobs@njeja.org** with **"Strategic Fundraising & Philanthropy Consultant"** in the subject line.