



Popcorn Foundation

Opportunity: Director, Global Impact

Location: Remote

Contact: apply@popcorn.network

Popcorn represents a new paradigm for decentralized finance, where yield generating products simultaneously contribute to social impact.

ROLES & RESPONSIBILITIES

Director, Global Impact is a new position within our organization, providing a powerful platform for a successful candidate to help direct social and environmental impact on a global scale.

The role of Director, Global Impact is to expand the reach of Popcorn Foundation's influence through the development of partnerships with international and community nonprofits and NGOs. The Director, Global Impact position is an opportunity for an experienced nonprofit, NGO or mission-driven professional to expand and develop their career with an organization that uses blockchain technology to create social and environmental impact.

A successful candidate will develop a beneficiary relation strategy that will include:

- Beneficiary recruitment.
- Prospect development (Foundations, Corporations, Individuals).
- Beneficiary education on Popcorn products, benefits, and governance processes.
- Development of campaign materials and press kits to be used by beneficiaries.
- Development of grant election campaign best practices playbook.
- Establishing partnerships with industry figures to promote campaigns.
- Developing and refining a systematic onboarding process.
- Establishing a presence at industry events.
- Establishing and cultivating a volunteer base.
- Beneficiary recognition program.
- Relationship stewardship.

Specific responsibilities of the position will include, but not be limited to:

- Developing and successfully implementing a beneficiary relation strategy.
- Authoring with the help of the executive team and token holders, a constitution with criteria to be used to determine eligibility of prospective beneficiaries.

- Identifying and building relationships with beneficiaries.
- Establishing an advisory council of experts in environment, social impact, public goods, nonprofits and open source.
- Securing participation from beneficiaries.
- Collaborating with the marketing and development team to support beneficiary relation strategies.
- Compiling and authoring materials to submit to granting or other funding organizations.
- Preparing communication materials to aid in educating both beneficiaries and users.
- Recruiting sponsors, participants, and/or volunteers for fundraising events.
- Establishing fundraising and/or participation goals for special events and election campaigns.

QUALIFICATIONS & EXPERIENCE

- Career focused with high personal standards of integrity.
- 3 - 6 years' experience in fundraising:
 - Successful major donor recruitment.
 - Corporate and foundation relationship building.
 - Successful donor campaigns, events, strategic planning and fundraising program development.
- Experience in international markets.
- Professional training in fundraising.
- Ideally holds membership in a professional association related to fundraising and development.
- Knowledgeable in international tax laws as they pertain to NGOs, nonprofits and benefactors.
- Experience with using and maintaining a CRM.
- Understanding of blockchain and DeFi technology.
- Comfortable with a culture of inclusivity, honesty, passion, empathy and philanthropy.

EDUCATION

- Masters or equivalent in marketing, communications, business, finance or related fields.

KEY SKILLS

- Commitment to our mission.
- Must possess a strong work ethic, have confidence, take initiative and be an enthusiastic team player.
- Strategic big-picture thinker, with the ability to recognize and plan for details.
- Excellent communication and organizational skills.
- Willingness to travel in the interest of donor cultivation and stewardship, as needed.
- Creative solution-focused thinking, resourceful and entrepreneurial.
- Professional, friendly, approachable, and curious.
- Comfortable working in the fastest and most innovative industry.
- Must be comfortable working in a distributed team and coordinating among different time zones.
- Committed to continued professional growth and development.