

## DignityMoves

### Chief Strategy & Growth Officer

*Dignity Moves seeks an individual who can operate at start-up speed and enterprise scale to raise significant funds and develop the business strategy and policy platform to radically expand this proven interim housing model regionally and nationally in order to get unsheltered individuals off the streets and into dignified housing.*

#### **BACKGROUND**

[DignityMoves](#) is an innovative nonprofit organization that is reimagining scalable solutions to unsheltered homelessness. In partnership with cities, supportive services agencies and private stakeholders, DignityMoves rapidly builds cost-effective interim supportive housing communities. Utilizing unused land, relocatable prefabricated units and emergency building provisions, the organization empowers municipalities to address the homelessness epidemic with appropriate urgency. DignityMoves is also committed to driving systemic change through impactful policy and advocacy, and in collaboration with lawmakers and community leaders, has been working on groundbreaking legislation that has the potential to transform the way communities address unsheltered homelessness. SB 1395, also known as the the Interim Housing Act, presents a pivotal step forward in the collective mission to provide stability, dignity and hope to those who need it most.

Headquartered in the Bay Area, DignityMoves was founded by a group of national YPO executives committed to creating practical solutions to housing the unhoused. Working together in public/private partnerships, DignityMoves leverages its extensive networks and resources to end the humanitarian crisis on our streets. In 2023 there were 9,990 unhoused individuals in Santa Clara County alone. DignityMoves has 17 projects underway across California and is expanding nationally. Since its inception two years ago, it has grown to over \$30M and built over 200 housing units. Fifteen hundred (1,500) additional units are currently in development and expected to be operational in the next 12 months. DignityMoves is an organization that is nimble and moves with a high sense of urgency and speed.

The organization has plans to significantly scale regionally and needs to proactively raise 6-, 7- and 8-figure gifts from private philanthropists and venture investors. For 2024 they have modest goals to raise \$4-5M. DignityMoves plans to create a business strategy and policy platform so that municipalities across the US, service providers and private funders have a roadmap to build fast, cost-effective dignified interim supportive interim housing at scale.

#### **THE POSITION**

The Chief Growth & Strategy Officer (CSGO) is a new position that reports to and works very closely with the CEO. It requires someone with a dealmaker's sensibility who can operate at both start-up speed and enterprise scale, is organized and can hold the big picture strategy while also digging in and rolling up their sleeves. The CSGO will be creative, solution-oriented and not risk-adverse.

#### **IMMEDIATE PRIORITIES**

- Collaborate with the CEO to create a three-year fundraising strategy. Set and determine revenue goals and proactively monitor progress.
- Develop and implement pipeline strategies that generate philanthropic funding to

support rapid scale, innovation and initiatives; personally drive funding pitches and solicitations.

- With the CEO, co-create the business strategy, policy structure and value proposition to rapidly deploy DignityMoves' solutions on a national scale.

#### **ONGOING RESPONSIBILITIES**

- Build and steward relationships with the venture capital community, entrepreneur and start-up ecosystem, high-net-worth individuals and centers of influence to accelerate funding, awareness and adoption of DignityMoves' solutions.
- Strengthen the organization's advocacy work by crafting compelling, metric-driven messaging that highlights DignityMoves' agile model and rapid solutions to unsheltered homelessness.
- Collaborate with the CEO and Executive Team to ensure strategic, cross-functional alignment and communication between funding, program development, partnership creation/development and operations teams.
- Collaborate with the team to ensure the strategy for expanding regionally and nationally is on track and meeting objectives; develop and drive achievement of goals and business growth through targeted collaboration with the CEO.
- With the CEO and Board of Directors, develop a strategy for securing major gifts from institutional donors, foundations and high-net-worth individuals.
- As the need grows, the CSGO will recruit, develop and manage a lean, high-performing team that can achieve the organization's strategic goals and objectives.

#### **IDEAL EXPERIENCE & CHARACTERISTICS**

The Chief Strategy & Growth Officer will be a resourceful, mature, charismatic and visible leader whose experience gives them credibility and gravitas.

- Extensive experience in the private or public sector with experience in venture capital funding, start-ups, sales, business development, private banking, wealth management or philanthropy in a high-performing, data-driven and results-oriented environment.
- Proven success in raising venture funds and private philanthropic investments; can meet the needs of investors and philanthropists by creating innovative funding scenarios.
- Demonstrated ability to think strategically and analytically about business challenges, build and convey a compelling value proposition and work cross-organizationally.
- Understanding of the challenges and opportunities of raising funds, driving growth and achieving scale; is solutions oriented.
- Experience leading and articulating a vision and generating new ideas; demonstrated ability to create and execute plans, set goals and ensure accountability while developing staff and volunteers into a highly functioning team.
- Experience in advocacy work would be an advantage, as is an understanding of the local, state and federal political landscape.
- Prior experience working with a sophisticated, engaged board is a plus.

- A people person who values the contributions and perspectives of a culturally diverse staff, clientele and community; genuine with a high level of emotional intelligence; diplomatic, gracious, humble.
- A team player who values and models working collaboratively but is unafraid to make difficult decisions; one who sets the bar high for their self and the team and strives for accountability; a high energy level with a can-do attitude.
- Straight-forward, shares information easily, listens well; high degree of ethics and integrity; imparts trust.
- Patience and a sense of humor to maintain balance; exceptional interpersonal skills and a high degree of professionalism.
- Excellent verbal, written and presentation skills.
- A passion for DignityMoves' mission to create scalable, measurable solutions to unsheltered homelessness.
- A bachelor's degree is required.

The current compensation range for this position is \$190,000 - \$230,000 plus a merit-based bonus. Benefits include medical, dental and vision, Discretionary Paid Time Off (DPTO) for vacation and sick time, paid holidays, 401k, short- and long-term disability.

DignityMoves is proud to be an equal opportunity employer. We are committed to creating and maintaining an inclusive, welcoming, and equitable environment for all. We do not discriminate based upon race, religion, color, national origin, gender (including pregnancy, childbirth, or related medical conditions), sexual orientation, gender identity, gender expression, age, socioeconomic status, status as a protected veteran, status as an individual with a disability, or other applicable legally protected characteristics.

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