



Bilingual Community Programs and Partnerships Manager

Do you want to advance racial and economic justice while tackling climate change? Join an innovative young nonprofit organization, All In Energy, working to expand access to climate solutions and green jobs across the Commonwealth. Our mission is to accelerate an *inclusive* clean energy economy. We work hand-in-hand with cities and local community organizations to connect communities of color, Spanish-speakers and renters to energy-saving programs and affordable renewable energy. These programs help families save money, make their homes healthier, and combat climate change. We are also increasing green career opportunities for people of color, multilingual individuals and women.

We are seeking a passionate, fully bilingual (Spanish & English) Community Programs and Partnerships Manager to join our hardworking team of changemakers. Your role will be to lead our community outreach campaigns in multiple cities in the Greater Boston area and the Merrimack Valley. You'll build relationships with city officials, nonprofit leaders and local businesses to connect residents with opportunities to save energy and money. You'll collaborate closely with staff across the organization to ensure residents benefit from statewide energy efficiency and renewable energy programs such as Mass Save® home energy assessments and community-shared solar programs.

We are looking for a motivated, organized individual who thrives in a fast-paced environment, enjoys building community relationships, and is committed to expanding access to climate change solutions. This is an exciting opportunity to expand the bilingual outreach programs of a young and innovative nonprofit organization. Together we can ensure residents in historically underserved communities can save money, green their cities and combat climate change.

Key Responsibilities:

- **Build community partnerships:** You will work hand-in-hand with our city and utility partners and develop relationships with local nonprofits, houses of worship and businesses to engage residents and enable them to save money and energy at home.
- **Develop outreach strategies:** You'll develop creative strategies for engaging residents through local communications channels, events, presentations, canvassing and more. You'll collaborate with staff across the organization to implement these strategies.
- **Educate the community:** You will lead presentations, speak to community groups, appear on radio or television shows, speak with small business owners and attend events to educate and empower residents and small business owners to take action.
- **Support organizational fundraising efforts:** You will work with the co-founders to align community outreach strategies with earned revenue and identify local philanthropic fundraising opportunities. You will help to generate awareness and excitement about our mission by capturing and telling stories of our work, including in conversations with donors.



Qualifications:

- Passionately embraces the mission of All In Energy, with a strong commitment to addressing climate change, equitable clean energy access, and/or economic and environmental justice.
- Bilingual in English and Spanish, both written and spoken.
- 2+ years relevant professional experience.
- Experience working in low-to-moderate income and/or majority-minority communities.
- Experience with community outreach and/or campaigns.
- Experience developing partnerships with other organizations to advance common goals.
- Public speaking or presentation experience.
- Experience managing multiple tasks, events, campaigns, or similar at once
- Organized, self-starter who is able to seek opportunities to take direct initiative
- Proven ability to take initiative, learn quickly and creatively problem solve.
- Strong attention to detail and ability to manage multiple tasks to meet deadlines.
- Comfortable working independently and as a part of a small, nimble team.
- Willingness to travel around Massachusetts, once this is safe again. A valid driver's license is required.
- Must be familiar with Google Workspace (Gmail, Chat, Meet, Calendar, Drive, Docs, Sheets, Slides, etc.)

Preferred qualifications:

- Knowledge of state residential energy efficiency and renewable energy programs.
- Experience using online databases, such as Salesforce to track and analyze information.
- Experience cultivating relationships with and/or speaking with the press.
- Experience fundraising for a cause you are passionate about.
- Experience managing staff, interns or volunteers or mentoring others.
- Access to a reliable vehicle to transport yourself to and from partner communities.

Hours and Compensation:

- 40 hours, position will include occasional weekend and evening events
- Salary \$37,500-\$45,000, commensurate with experience.
- Health insurance stipend.
- Additional benefits include flexible schedule, paid sick time and vacation time, flexible working location. Work from home is possible, even in non-COVID times, with periodic meetings in the partner communities.

All In Energy is an equal opportunity employer who values diversity. In particular, we're dedicated to broadening opportunities for individuals from demographic groups that are historically underrepresented in the clean energy economy. We're committed to building an inclusive workplace culture where talented people of widely diverse backgrounds can thrive. We are actively seeking people who bring diverse backgrounds and perspectives to join us in this work.

To apply, please email a brief cover letter and resume to gabe@allinenergy.org with the subject line "Bilingual Program and Partnerships Manager."