



JOB DESCRIPTION: Grants Apprentice

June, 2023

Our Theoretical Framework

Flying Whale Strategies equips nonprofit teams to solve impossible problems. We are launching a new wave of nonprofit leaders who design definitive solutions to age-old problems.

Understandably, these leaders are working on deeply rooted challenges that have no foreseeable solution: hunger, the education system, criminal justice reform, the climate crisis, and the refugee crisis, to name a few. And yet, many leaders are not beginning with the question Google co-founder Larry Page is famous for asking, “Why not bigger?”

Astro Teller, CEO of X, argues that making something 10x better is easier than making it 10% better. Shooting for the moon, or setting bold goals, requires that you “throw out the rule book.” He says that aiming to make something a little better means, “you’re putting yourself and your people into a smartness contest with everyone else in the world. Statistically, no matter the resources available, you’re not going to win.” Instead, he says that we work on exponential solutions and the momentum this creates motivates investment.

If the nonprofit sector were to apply this principle of 10x thinking, it would rely on audacity, bravery, and a commitment to making history with its solutions. The problem is, very few funders ask for bold goals, or the new solution to an old problem. Philanthropy has a preservationist approach to capital management, which in turn, limits the imagination of nonprofits.

Our Approach

Flying Whale Strategies’ projects lead organizations to ask the audacious question, “how can we solve this once and for all?” In our grant writing, we work to help clients articulate the way in which they are definitively solving compelling problems. And if they’re not, we help them consider how they might. Our approach is simple in that we are working to distill the most potent messaging that communicates the essential problem they are working to solve.

OVERVIEW OF THE ROLE

The Grants Apprentice will support the grant writing and grant reporting activity of Flying Whale partners. This role is ideal for someone who wants to learn the craft of grant writing, but has little to no experience. Apprentices are working under the mentorship of a seasoned and supportive consultant.

Flying Whale Strategies takes apprenticeship seriously. To us, apprenticeship is the lost art of passing on craftsmanship. We value *shokunin*, the Japanese concept of ‘mastering one’s profession.’ Shokunin implies a certain pride and spiritual devotion to the work.

Shokunin means not only having technical skill, but also implies an attitude and social consciousness... a social obligation to work his best for the general welfare of the people, [an] obligation both material and spiritual. -Tashio Odate Nagyszalanczy

Our apprenticeship program is designed to lead new fundraisers through skill-based growth stages. Your learning goals will be clear. You will be valued not by what you produce, but how you contribute to a thoughtful learning community.

Core Job Responsibilities

- Conduct research to discover, evaluate, and recommend funders to Flying Whale clients
- Develop high quality grant language for clients based on materials provided and discovered
- Write and submit proposals and grant reports based on guidelines and submission deadlines
- Maintain client grant calendars
- Upon award notification, coordinate timelines, deliverables, and other grant requirements with clients
- Collect and maintain client documents for future grant applications

Required Qualifications

- Demonstrated ability to work efficiently across multiple priorities
- Strong writing aptitude
- A proven desire to learn and receive feedback

COMMITMENT

Apprentices have the flexibility of taking on only as much work as they are able. This means, we will assign projects that match the time you have to allocate to Flying Whale. At a minimum, the apprenticeship will require approximately 12 hours per month.

COMPENSATION

Apprentices receive a flat stipend per month that is based on the quantity of projects assigned. As you build skills according to a documented learning plan, your monthly stipend will increase. This position is structured as an independent contractor for Flying Whale Strategies and will receive a 1099 tax form.

HOW TO APPLY

Don't check off every box in the requirements listed above? Please apply anyway! Studies have shown that marginalized communities - such as women, LGBTQ+ and people of color - are less likely to apply to jobs unless they meet every single qualification. Flying Whale Strategies is dedicated to building an inclusive, diverse, equitable, and accessible workplace that fosters a sense of belonging - so if you're excited about this role but worried you don't qualify, we encourage you to still consider it. You may be just the right candidate!

Please send the following to Hillary Frances at flyingwhalestrategies@gmail.com

- **Your resume**
- **A cover letter** that answers these questions:
 - Why are you interested in this apprenticeship?
 - What is something about your writing that you would like to work on?
 - What part of this job makes you the most nervous?
- **A writing sample:** Anything you've written that you're proud of. It could be a poem, a birthday card, an acceptance speech, a master's thesis.

Equal Opportunity Employer

Flying Whale Strategies is committed to creating a diverse work environment and is proud to be an equal opportunity employer. Flying Whale does not discriminate on the basis of race, color, national origin, sex, gender identity, religion, sexual orientation, age, disability, parental status, veteran status, or any other protected status under applicable laws. We encourage individuals of all backgrounds to apply. If you are a qualified candidate with a disability, please e-mail us at flyingwhalestrategies@gmail.com if you require a reasonable accommodation to complete this application.