

## **DEVELOPMENT DIRECTOR**

Carolina Mountain Land Conservancy (CMLC) seeks a full-time Development Director. CMLC is a local nonprofit working to create and actively care for a regional network of permanently protected farm, forest, parks, natural lands, and water resources in Henderson, Transylvania and neighboring parts of Buncombe, Jackson, and Rutherford Counties. Since 1994, the organization has permanently protected over 22,000 acres.

### **Qualifications**

The qualified candidate will possess:

1. At least five years demonstrated experience in the field of fundraising and major gift development;
2. Commitment to the mission and values of the organization;
3. Exemplary writing, speaking, and presentation skills;
4. A strong work ethic;
5. Demonstrated ability to work as part of a team;
6. Energy, creativity, and initiative;
7. A degree in business, sales, marketing, or related field;
8. CFRE professional certification desirable.

### **Job Duties**

Under the direction and supervision of the executive director, the successful candidate will:

1. Develop and implement fundraising plans and strategies in accord with the strategic goals and financial objectives of CMLC, both annual and long-range;
2. Cultivate relationships with donors on an ongoing basis to ensure up-to-date awareness of CMLC activities and accomplishments;
3. Develop new donor relationships to diversify support from private sources;
4. Actively engage trustees and other volunteers in reaching out to donors and building community support;
5. Manage program budget;
6. Work with the board and staff to oversee development and implementation of a comprehensive marketing strategy;
7. Work with the board and staff to implement a planned giving program;
8. Oversee the development and outreach functions of CMLC and lead a team of colleagues in maintaining effective systems and operations.

### **Work Hours/Compensation**

This is a full-time position, which provides competitive pay commensurate with experience; health insurance and retirement benefits; supportive and engaging work environment with opportunities for professional development. Some evenings and weekends required.

### **To Apply**

Send resume, cover letter, and references by 10/15/11 to:

Kieran Roe, Executive Director  
Carolina Mountain Land Conservancy  
847 Case Street, Hendersonville NC 28792  
[info@carolinamountain.org](mailto:info@carolinamountain.org)