

Dogwood Alliance (www.dogwoodalliance.org), a dynamic, innovative and highly-effective organization working to protect forests in the Southern US from destructive industrial forestry, seeks a full-time Development Director. The Development Director will work from the Dogwood Alliance office in Asheville, NC to develop and execute an annual fundraising plan to grow the organization's revenue through foundation prospecting, grant writing, major donor initiatives, events, and annual appeals. The Development Director will institutionalize an organization-wide culture of fundraising that strategically engages the staff and board. The Development Director is a senior-level position requiring a high degree of professional leadership, management and strategic thinking skills. The position will report directly to the Executive Director, while working closely with the Donor Relations Coordinator.

Major Responsibilities

Fundraising and Development

- Prepare and implement a comprehensive annual development plan.
- Maintain and expand the organization's major donor base.
- Maintain and expand the organization's revenue from foundations.
- Cultivate broad community support through an annual appeal campaign and through events.
- Develop written appeals, cultivation materials, and grant proposals and reports.
- Solicit financial support from individuals, foundations and progressive corporations to meet stated revenue goals.

Administration and Management

- Work with the Donor Relations Coordinator to establish protocols and systems for managing the database, gift processing and donor contact.
- Develop and implement systems for cultivating existing and potential donors.
- Work with the Donor Relations Coordinator to generate, analyze and present regular updates to the Executive Director and to the Board of Directors on fundraising progress and special reports as needed.
- Coordinate and manage staff and board engagement in fundraising, including managing the Executive Director's fundraising schedule.

Qualifications

- 10 years of successful experience in all aspects of non-profit development, including 5 years in a leadership position involving management of staff and/or volunteers
- A proven track record in direct solicitation and in setting and achieving annual revenue targets
- A demonstrated excellence in fundraising planning, strategy and management
- A working knowledge of Salsa or other equivalent fundraising database program
- A working knowledge of environmental campaign strategies, grassroots organizing, environmental justice and/or corporate campaigns
- Excellent written and verbal communication skills and attention to detail

- Experience building an organization-wide culture of philanthropy that is well-integrated with programs
- Nonprofit volunteer experience

In addition, candidates should have strong leadership capabilities, be solution-oriented, work well in a team and with diverse partners, have a sense of humor, bring a high degree of initiative, creativity and professionalism to their work and demonstrate a passion for and commitment to forest conservation.

Salary \$45,000-50,000/year DOE plus competitive benefits

To apply for this position, please call: [828.251.2525 x20](tel:828.251.2525)

Once you have completed your call, please fill out this brief contact form:

<https://docs.google.com/a/dogwoodalliance.org/spreadsheet/viewform?formkey=dDNnZFN5NDFuYXJS MGIBU2VpR0ZvLWc6MQ>

<http://www.dogwoodalliance.org/2011/12/development-director-position-at-dogwood-alliance/>