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Position Title: Development Director

Work Location: Asheville, NC (Hybrid)

Salary: \$60,000-65,000, commensurate with experience.

Mission Statement: EcoForesters is a nonprofit professional forestry organization dedicated to conserving and restoring our Appalachian forests through stewardship and education.

Purpose of Position: EcoForesters seeks a dynamic, self-motivated Director of Development to lead and grow our fundraising efforts. As a key member of our small but dedicated team, the Director of Development will plan and implement methods that ensure sustainability and organizational growth, strengthening community support, improving donor engagement, and promoting the organization's mission and values to external stakeholders. The ideal candidate for this role should be outgoing, with excellent networking, communications, time management, and people skills. They should be a self-starter who thrives in a collaborative, mission-driven environment. The Director of Development should execute strategies to secure a diverse portfolio of individual and corporate donors, and create a robust plan for maintaining current donor relationships.

Day to Day Activities: Report to and work with the Executive Director to establish and implement a development plan that supports the short and long-term fundraising needs of EcoForesters and is in alignment with the organization's strategic planning. Track donations in our CRM (Salesforce) and ensure they are acknowledged and thanked in a proper and timely manner. Plan and execute a donor stewardship/membership plan that supports donor retention and acquisition. Identify and pursue corporate giving opportunities.

Qualifications:

- Minimum of 3-5 years of nonprofit fundraising experience
- Strong interpersonal and communication skills; comfortable engaging with community members, donors, and board members
- Highly organized, with the ability to manage multiple priorities and deadlines
- Proficiency in donor management software and Microsoft Office/Google Workspace

Preferences:

- Experience in small-shop fundraising or community-based organizations
- Experience in Salesforce
- Degree in public relations, marketing, or communications
- Familiarity with the greater Asheville/Western North Carolina community
- Passion for environmental conservation

How to Apply: Please submit a resume and cover letter detailing your accomplishments and interest in EcoForesters to Willow McNeil, willow@ecoforesters.org. Applications will be reviewed on a rolling basis until the position is filled.