

Savannah Riverkeeper seeks a full-time Development Director as part of our dedicated team working to protect and restore the Savannah River basin in Georgia and South Carolina.

Company: Savannah Riverkeeper

Date Posted: March 27, 2017

Who We Are: Savannah Riverkeeper serves as the primary guardian of the Savannah River striving to respect, protect, and improve the entire river basin through education, advocacy, and action. Savannah Riverkeeper strives to be an effective and sustainable organization solely focused on making the Savannah River a healthy and productive watershed ensuring the natural, economic, and recreational viability of the basin as a whole now and for generations to come. Our culture is collaborative, dynamic, creative, hard-working, and results-driven. We believe in following a strategic path forward, and in ensuring our mission and our integrity are foremost in all that we do. We provide our staff with a flexible work environment, competitive salaries commensurate with experience, a generous vacation policy, and benefits.

Who We're Looking For:

The Development Director will lead fundraising efforts for the organization. Our ability to do our best work depends on your skills. You must be self-motivated, outgoing, friendly, innovative and dedicated. We need someone who is productive, organized, involved in the community, willing to set goals and able to achieve them.

You enjoy the outdoors and spend time hiking, biking, paddling, fishing, or exploring our local outdoor resources and have a desire to facilitate others' opportunity to do those things too. You believe nature, and in particular our waterways, are special for a number reasons: because they are places that families go to have fun and make memories; they are part of our natural heritage; they provide us with water for our homes and for drinking; and they are the lifeblood of our community and economy.

You know that you have a role in protecting these places and resources for current and future generations. Your role is building relationships with people and businesses who share the same values and offering them the opportunity to be involved and to *invest* – in big ways and small – in protecting this legacy.

The Job We Need:

You will be a key member of our team. You will direct Savannah Riverkeeper's fundraising efforts, with support from our Executive Director, staff, and Board of Directors, to meet our annual budget of \$300,000+. You will help design and implement fundraising campaigns, use metrics to track success, build our membership base, assist with grant work, cultivate donors, and ask for their support, execute our capital campaign, and meet strategic growth goals.

Major donors: Meet our major donor fundraising goals by coordinating our major donor program and identifying, developing, facilitating and coordinating the building of relationships and

effective communication to expand the number of, and giving from, major donors and recurring donors.

Corporate Relations: Meet our corporate fundraising goals by maintaining and actively building relationships to build corporate support for SRK programs and events.

Fundraising Appeals: Coordinate four quarterly fundraising appeals as a strategy to meet goals for individual giving. *Event planning:* Coordinate our events and their committees throughout the year including Paddlefest and Roast on the River.

Membership: Meet our membership and individual giving goals by developing strategies to retain our current members and attract new members, including coordinating new member appeals and membership renewals.

Foundations and Grantmakers: Meet our grant income goals by coordinating communication with current grant makers, researching new grant prospects, assist with drafting grant proposals and letters of intent, and meeting grant and report deadlines.

Fundraising Culture: Train, coordinate, and mentor our staff, board, and volunteers to inspire our fundraising culture. Actively inform and aid in development our marketing, communications and public relations strategies so they support our fundraising work. Assist with other SRK programs, projects, and events as needed.

Event Coordination: Plan, organize, and delegate to execute our fundraising events throughout the year. Work with Volunteer Coordinator to oversee an effective committee-based event team.

What Qualifies You: Bachelor's or graduate degree. Two or more years of fundraising experience. Proven event planning experience. Expertise, experience, traits and skills matching the job responsibilities, proficiencies, and attributes listed above. Passion for clean water and a healthy environment. Non-profit experience. Strong ability to cultivate relationships and ask for money. Excellent writing and editing skills. Proven record of success meeting fundraising goals. Highly motivated. Ability to work with grassroots activists and major donors. Successful grant writing and tracking. Computer skills, including problem solving and ability to work with donor and membership databases, and social media. Valid driver's license and ability/willingness to travel extensively with your own transportation. Travel expenses are reimbursed. Ability/willingness to regularly work flexible hours, including evenings and weekends.

Job Type: Full time (40+ hours/week).

Compensation: This is a full-time position that includes 401k, a generous vacation package, an encouraging and flexible work environment, training, and career growth opportunities. Salary commensurate with experience.

To Apply: Send an email to elena@savannahriverkeeper.org with the subject line DEVELOPMENT DIRECTOR. The email should include a single .pdf attachment that contains a cover letter, resume, list of references, and a fundraising-specific writing sample. The writing sample could be a direct mail, email, in-person script, or other fundraising-specific piece.

Application deadline: April 15, 2017.

Start date: Flexible, prefer immediate.

Savannah Riverkeeper is an equal opportunity employer.