



CONSERVING, SUSTAINING, AND
CONNECTING NATURAL AREAS,
LANDS, AND WATERS THAT MAKE
THE PLACES WE LIVE SPECIAL.

JOB ANNOUNCEMENT: DEVELOPMENT DIRECTOR February 12, 2024

Position Title: Development Director
Reports to: Executive Director
Position Status: Exempt, full time, salaried with benefits.

Summary: Six Rivers Land Conservancy is seeking an experienced development professional to assume an executive leadership role, leading fund development and assisting with building capacity and expanding the influence and impact of the organization as it continues to grow as a regional institution. The right candidate for this position will have a demonstrated record of success in building and operating high performing development programs for both operations and capital needs. A passion for nature and excitement to share that passion is fundamental. Connection to and familiarity with southeast Michigan is helpful.

Organization: The mission of Six Rivers Land Conservancy is to conserve, sustain and connect natural areas, lands and waters that make the places we live special. Six Rivers operates in the northern tier of the Metro Detroit region of Southeast Michigan, from Port Huron to South Lyon. Formed as an all-volunteer organization in 1991, Six Rivers has grown and evolved to serve the larger region. Land protection is accomplished through acquiring conservation easements, nature preserves, and assisting public partners with acquiring land for parks and preserves, while stewardship involves managing and monitoring lands it owns or controls, and contracting with public and private partners to improve, restore and sustain natural features. Through all of its efforts Six Rivers seeks to build communities that care about and for the land and nature that sustains them, supporting the quality of life and character of the region for a sustainable future.

Position Overview: The Development Director is responsible for leading the development program including designing, implementing and overseeing fund development activities to support the mission of the organization, including both operations and land acquisitions. The Development Director will both lead and support the Executive Director, staff and board members in their fundraising activities. This position is primarily in person.

Primary Responsibilities:

- Develop, guide and oversee the work needed to meet the organization's financial goals, for annual and long-term operations.
- Cultivate and strengthen relationships with existing major donors, including foundations.
- Identify and cultivate new major donors



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- Develop, implement and manage a program to build membership and support tied to identified land protection priorities and landowner/donor data
- Develop and direct the execution of a comprehensive annual giving program.
- Coordinate donor record keeping with Deputy Director and Administrative Manager, overseeing maintenance of the donor database, gift processing and acknowledgements.
- Build program and prepare organization for future capital campaign
- Develop donor recognition program
- Engage Executive Director, board members, and other staff and volunteers to meet fundraising objectives.
- Serve as staff liaison to Development Committee, directing and supporting their efforts.
- Oversee and support research and cultivation of grant-seeking, including both drafting and submitting proposals and supporting other staff in their submissions.
- Work in coordination with Deputy Director and other staff to ensure events, communications and marketing efforts support fundraising.
- Launch and oversee planned giving efforts and coordinate activities.
- In coordination with Deputy Director and Administrative Manager, generate timely and accurate reports on fundraising progress.
- Maintain and cultivate relationships with vendors as needed.
- Develop and solicit opportunities for sponsorship for the organization and events.

Job Skills and Requirements:

- Bachelor's Degree or equivalent work experience
- A minimum of three years of successful fundraising leadership experience
- Familiarity with all aspects of development, including major gifts, foundation giving, planned giving and annual campaigns
- Proven track record asking for and closing major gifts of \$10,000 or more.
- Non-profit leadership experience. Experience with conservation or environmental organizations preferred, including experience working with boards, committees and/or volunteers.
- Excellent written and oral communications skills
- Excellent negotiating skills
- Ability to analyze and synthesize data for use in developing fundraising strategies
- Strong planning skills. Ability to conceptualize, organize, implement and manage a variety of projects
- Friendly, outgoing personality with strong interpersonal skills
- Ability to work well in small team/office environment
- Proficient computer skills in Microsoft Office suite, and experience and skill with donor management systems such as Bloomerang
- Valid Michigan driver's license and reliable transportation
- Enthusiasm for work and mission
- Flexibility and a sense of humor

Responsibilities listed here are illustrative of essential functions of the job and do not include nonessential or marginal duties that may be required. Six Rivers reserves the right to adjust duties and essential functions of the job at any time.



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Compensation: Development Director compensation will be commensurate with qualifications, experience and industry standards. Starting Salary range: \$80,000-\$95,000. Health, vision, dental and life insurance and matching SIMPLE IRA retirement benefits.

To Apply respond with résumé, cover letter, and salary requirements by March 15, 2024 to: info@sixriversrlc.org, email subject line: Development Director.

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Six Rivers Land Conservancy is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identify or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.



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