



The Everglades Foundation – Director of Development

Position Title: Director of Development, Broward County

Department: Development

Reports to: Vice President of Development

Salary Range: \$70,000 - \$100,000 annually commensurate with experience

About Us

The Everglades Foundation is a 501(c)(3) non-profit dedicated to leading efforts to restore and protect the greater Everglades ecosystem. Since its founding in 1993 by a group of local outdoor enthusiasts, the Foundation has become a respected and important advocate for the sustainability of one of the world's most unique ecosystems. As the leading voice in science-based Everglades restoration,

The Everglades Foundation is a responsible employer that seeks to recruit and retain outstanding, high performing professionals who are at the top of their fields, to thrive in a dynamic, mission-driven culture committed to excellence, innovation, collaboration, and diversity.

Funds raised by the Foundation are used for scientific research, advancing understanding of the Greater Everglades ecosystem, advocating for key restoration and preservation projects, and providing grants to conservation partners. In addition, The Foundation supports necessary legal actions to help protect the Everglades. Through environmental leadership, scientific expertise, and policy experience, the Everglades Foundation works to protect and restore America's Everglades.

The Foundation's world-class science department conducts and sponsors scientific research and analysis so that its policies, positions, and actions are governed by facts. The Foundation has an operating budget of \$10+ million, a talented staff of 34, and a high-profile national 35-member Board of Directors. The Foundation's Board has committed to personally support the organization's administrative and fundraising costs to allow all support raised from outside donors to go directly toward work in science, research, education, and advocacy.

Position Summary

The Director of Development for Broward County will be an individual with a strong knowledge of philanthropy and documented success in stewarding major donors and securing major gifts of \$10,000 and above. The ideal candidate possesses versatile development expertise, cares deeply about philanthropy, has worked with knowledgeable and sophisticated donors and Boards of Directors, and has a passion and enthusiasm for the Everglades. The Director of Development will be responsible for planning, organizing,

and directing fundraising, stewardship, and donor acquisition activities in Broward County and the surrounding areas.

Reporting to the Vice President of Development and collaborating closely with the Executive Leadership Team and Board of Directors (particularly directors in Broward County), the Director of Development takes initiative and actively seeks to deepen current donor relationships and to forge new ones. The Director will execute a comprehensive development strategy to acquire new donors and sustain the current major donor base for The Everglades Foundation in Broward County and the surrounding areas. The Director will plan and implement ongoing fundraising efforts and activities, including Everglades briefings, tours, and fundraising events. In the era of COVID-19, the Foundation looks for a self-directed individual who will utilize creative thinking and innovative strategies moving forward, and is comfortable in a remote work environment.

Primary Responsibilities

The Director of Development, Broward County, reports to the Vice President of Development and has the following responsibilities:

Fundraising Goals

Operate with annual fundraising goals for total dollars raised and acquisition of new donors, with accountability for annual results.

Fundraising Strategy

Collaborate with the Vice President of Development and the Development Team to identify strategies for donor acquisition, solicitation, and retention, with particular focus on Broward County communities. Develop and maintain key long-term relationships with donors and prospects, including a personal pool of major gift prospects to cultivate, solicit, and steward. Conduct research, prospecting, and application to multiple donor sources, and work to incorporate annual giving strategies and tactics to advance donors toward major giving.

Outreach, Education, and Events

Plan, organize, manage, and assess events and activities, such as tours, receptions, briefings, meetings, benefits, and other events in the Broward County region. Be willing and able to provide effective and engaging educational Everglades briefings, tours, and presentations as part of development efforts. In light of changing environment and practices due to COVID-19, it is essential that the Foundation and the Director are responsive to individual donors and groups of donors, and are able to provide opportunities to support the organization in non-traditional means.

Communications & Follow-up

Collaborate and communicate effectively and efficiently with the Executive Leadership Team, other members of the Development Team, the Communications Team, and Program Directors. Write and provide personal, proactive, timely responses and relevant updates on programs, initiatives, and activities of the Foundation.

Qualifications

- § Bachelor's degree required
- § CFRE a plus
- § Minimum of three years of fundraising experience, plus proven success fundraising for a mid to large-sized nonprofit including:
 - o Knowledge and experience in fundraising techniques with particular attention to major gifts fundraising
 - o Thorough understanding of and ability to participate in all aspects of the gift cycle that includes generating prospect leads, initiating contacts with current and prospective donors, developing appropriate cultivation "moves management" strategies that at times involve working with volunteers and board members, moving potential donors in an appropriate and timely fashion toward solicitation, personally making solicitations, and maintaining stewardship contacts with donors
- § Experience with and thorough knowledge of Raiser's Edge database a plus
- § Demonstrable experience planning, leading, and managing development projects, including coordinating with peers to achieve desired outcomes and tracking and reporting on progress to senior leadership and Board of Directors
- § Demonstrable experience in achieving fundraising goals
- § Commitment to the educational mission of the Everglades Foundation and ability to communicate it confidently and persuasively

Knowledge, Skills, Abilities and Personal Attributes

- § Ability to see and understand objectives of the overall fundraising program and to integrate personal goals with overall strategic objectives of the Foundation
- § Capability to analyze, monitor, evaluate, and advance strategic development plans
- § Excellent verbal, written, and interpersonal communication skills, including the ability to passionately articulate the vision, mission, and goals of the organization to effectively secure gifts at the assigned donor level
- § Skill at establishing and cultivating strong relationships with donors and with peers across different levels of the organization and externally
- § Flexibility to adjust to and participate in occasional "all hands on deck" circumstances and events when they arise
- § A passion and enthusiasm for the Everglades and/or the environment a plus
- § An optimistic outlook and enthusiastic attitude
- § The highest level of professionalism and ethics
- § Ability to be flexible and work under deadlines and time constraints
- § Ability to thrive in a high-energy, fast-paced work environment as part of a team of ambitious, high-functioning, goal-oriented professionals
- § Capability to assess, manage, and successfully complete multiple competing priorities
- § Ability to handle sensitive and confidential information with discretion
- § Ability to proactively solve problems and think analytically
- § Punctual, reliable, and self-directed
- § Ability to effectively work remotely, independently, and under limited supervision

Accountability

The Director of Development reports to the Vice President of Development and coordinates closely with the entire Development team.

Location

This is a full-time telework position based in Broward County, Florida; the Director will work from home. Occasional to regular weekend and evening work, as well as local and regional travel, will be required.

To apply, please submit a detailed cover letter and resume to Shannon Trivino, Director of Board & Employee Relations, at strivino@evergladesfoundation.org. No phone calls, please.

About Strategic Philanthropy:

Strategic Philanthropy, Inc. a south Florida based company, was founded on the belief that effective corporate giving can be so much more than simply writing a check to charities and nonprofits who ask for your help or involvement. It is our belief that when a company aligns its charitable giving with a strategic approach and measurable outcomes, the power of giving enhances a company's brand, image and strengthens the relationships and partnerships within the community.

In short, Strategic Philanthropy gets hired by companies to give away their money to nonprofits that meet a company's business goals and objectives. As you can imagine, we have many relationships with the nonprofits in our community. We value all of the programs and services they have to offer and work with them to help promote positions that are available within their organization so that they may find the best talent possible.

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