



## Director of Development, SW Florida

### 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.

Funds raised by the Foundation are used for scientific research, advancing understanding of the Greater Everglades ecosystem, and to provide grants to our conservation partners. In addition to grants, 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 our policies, positions, and actions are governed by facts.

The Foundation has an operating budget of \$9+ million, a talented staff of 23, and a high-profile national 30-member Board of Directors. The Foundation's board has committed to personally supporting the organization's administrative and fundraising costs to allow any support raised from outside donors to go directly toward work in science, research, education, and advocacy.

### Position Summary

The Director of Development SW Florida candidate will be an individual with a rich development background, who has had progressive and successful development experience including annual and major gifts and who has a strong track record of successful management.

The ideal candidate cares deeply about the development profession and has worked in organizations with a very sophisticated donor base.

Reporting to and working in close collaboration with the Vice President of Development (VP), the Director will design and execute a comprehensive development strategy for the Everglades Foundation in Southwest Florida; including Collier and Lee Counties. The Director will oversee the management of the Naples office, plan and execute ongoing fundraising efforts and activities including the annual ForEverglades Naples benefit, expanding the donor base, and

increase visibility and awareness on behalf of the Foundation. The position will be located in the Naples, Florida office.

### Primary Responsibilities

- **Design development strategy:** Work with the VP of Development and team to identify strategies for donor acquisition and retention. Specifically focused on the Southwest Florida community
- **Fundraising:** Conduct research, prospecting, and application to multiple donor sources
- **Develop and maintain** a personal prospect pool of leadership major gift prospects to cultivate, solicit and steward
- **Plan, manage and assess** events and activities, such as tours, receptions and other major Foundation events in the SW Florida area.
- **Oversee** ongoing development efforts to ensure achievement of annual and strategic objectives
- **Build a robust donor base:** Develop and maintain key long-term relationships with donors and prospects
- **Communications & Follow-up:** Provide timely response and relevant updates on programs, initiatives and activities of the Foundation
- **Office Management:** Provide oversight and management of the Naples Office. Be able to work remotely without day-to-day supervision and work independently
- **Board Relations:** Provide support to Southwest Florida members of the Foundation's Board of Directors
- **Outreach/Education:** Provide educational Everglades briefings, presentations, and tours as a part of development efforts

### Qualifications

- **Development/Fundraising:** 5+ years of experience and proven success in development for a large size nonprofit. Experience running capital campaigns and success fundraising from multiple donor channels
- **Broad knowledge of the principles of fundraising:** Able to participate in all aspects of the gift cycle: to initiate contacts with potential donors; to develop appropriate cultivation strategies for them, including working with volunteers and board members; to move potential donors in an appropriate and timely fashion toward solicitation; to personally make solicitations; to maintain stewardship contacts with donors
- **Project Leadership:** Experience in planning, leading, and managing development projects, including coordinating with peers to achieve desired outcomes, and tracking and reporting on progress to senior managers/board of directors
- **Entrepreneurial Spirit:** Takes initiative and actively seeks to deepen current donor relationships and to forge new ones. Experience leading and/or being an integral part of an inspiring a group of ambitious and goal-oriented professionals
- **Communications:** Skilled in creating powerful, compelling written and oral communications for fundraising. Can convey complex ideas through brief, simple

thoughts/materials. Demonstrates experience and credibility when presenting materials to external audiences. Responsive and inspirational

- **Influencer:** Able to connect and communicate with others, able to use convincing arguments to create win-win situations
- **Collaboration:** Effective at working with others to reach common goals and objectives
- **Relationship Building:** Skilled at establishing and cultivating strong relationships with peers, across different levels of the organization and externally. Build a positive image of the Foundation within the community, as well as maintain good relations with leadership of environmental partner groups within the region.

### **Skills and Abilities**

- Able to see and understand the objectives of the overall fundraising program, and to integrate goals with strategic overall objectives of the Foundation
- Able to initiate, analyze, monitor, evaluate, and advance strategic development plans
- Able to passionately articulate the case for support so that individuals "buy in" to the vision, mission, and goals of the institution and with sufficient effectiveness to secure gifts at assigned donor giving levels
- Must be able to travel throughout the region
- Weekend and evening work will be required

To apply, please submit a detailed cover letter and resume to [strivino@evergladesfoundation.org](mailto:strivino@evergladesfoundation.org). No phone calls, please.