



Director of Development

Lynnhaven River NOW (LRNow) is the leading environmental organization in Virginia Beach and is dedicated to substantially improving water quality in all of our waterways and protecting our natural areas. LRNow is seeking a Director of Development to spearhead development efforts as LRNow continues to grow its base of private support. A new position in the organization, the Director of Development will have the opportunity to build LRNow's development program.

Position Responsibilities – The Director of Development will:

- Develop and execute an annual and long-term fundraising plan for LRNow.
- Secure financial support from individuals, foundations, and corporations.
- Become an expert and manage the use of E-Tapestry, donor management software.
- Identify and maintain ongoing relationships with major donors.
- Create and execute a strategy for cultivating and growing LRNow's membership base.
- In partnership with the Executive Director, engage and collaborate with board members and other key leaders within LRNow to serve as fundraising volunteers.
- Oversee donor events with program staff in concert with the fundraising plan.
- In partnership with Executive Director, program staff and Communications Coordinator, create timely communication pieces and collateral to engage LRNow's members, donors, and volunteers.
- Assist with website messaging to communicate and attract donor participants.
- Write and submit grant proposals to foundation and corporate donors.
- Craft appropriate fundraising policies and processes for the Board of Directors.

Reporting Relationships – This position will report to the Executive Director. The Director of Development will work with the Executive Director, program staff, administrative support, and LRNow's Board of Directors to execute fundraising activities.

Position Essentials –

- Bachelor's Degree
- A minimum of 3-5 years experience and proven success in fundraising, including
 - Annual giving program implementation, including new donor development, renewals, stewardship
 - Major gift programs, including prospect research, cultivation, personal solicitation, acknowledgment, and recognition
 - Successful track record of motivating fundraising volunteers
- Demonstrated excellence in organizational, managerial, and communication skills, both written and oral presentations
- Good interpersonal skills and the ability to work with a team including fellow staff members, volunteers, donors, and board members.

How to Apply –

We will accept applications until the position has been successfully filled. Please send your resume and cover letter to Karen Forget at Karen@LRNow.org.