POSITION DESCRIPTION

Development Director

POSITION REPORTS TO Executive Director

SALARY RANGE $50-75,000

AGRARIA CENTER FOR REGENERATIVE PRACTICE

Agraria is an educational and research center that explores and demonstrates the benefits of regenerative practices at multiple levels -- environmental, economic, psychological, and social -- to their impact on human health and well-being. Soil regeneration is the root-bed of this work.

Agraria’s mission is to cultivate community resilience by modeling regenerative practices that restore ecosystem health, heal our relationship with the land, and grow just and equitable food systems. Our bustling campus and media projects welcome students, volunteers, researchers, community members, gardeners, and farmers of all ages and backgrounds.

JOB SUMMARY

The Development Director will advance Agraria’s mission by creating, executing, assessing, and evolving a successful fundraising plan. This is an exciting opportunity for a Development professional to use their experience and creativity to support a young and expanding organization. This position reports to the Executive Director and oversees the work of a small but growing Development Team. The Director will work closely with Agraria’s Board of Directors and act as a main contact for the Development Committee of the Board.

KEY RESPONSIBILITIES

1. Work collaboratively with Staff and Board to define fundraising goals, and design, develop, implement, and oversee a comprehensive development plan to meet those goals.
2. Manage a growing portfolio of active and prospective donors with unique cultivation and solicitation strategies.
3. Coordinate a planned giving program and capital and endowment campaigns, as appropriate.
4. Create and implement a plan for institutional funding, including foundations, state and federal government agencies, and corporations.
5. Work collaboratively with Agraria programs and teams; empower and advance staff, board, and Development Committee volunteer fundraising.
6. Manage a small but growing Development team.
7. Develop accurate revenue projections with achievable goals.
8. Work with staff to develop and refine effective donor communications.
9. Represent Agraria at public and private events.
10. Participate in staff functions, including preparing periodic reports and attending meetings.
11. Stay up to date on fundraising trends.
12. Additional duties and responsibilities as agreed upon.
QUALIFICATIONS

1. 5+ years of Development experience
2. Genuine passion for Agraria’s mission, and a desire to share that with others
3. Excellent verbal and written communication skills with the ability to craft clear and compelling messages that inform and persuade
4. Demonstrated ability to be a self-starter and to complete detail-oriented work with a high level of accuracy and timeliness
5. Excellent interpersonal skills and ability to work collaboratively and independently
6. Ability to think critically and make decisions based on available information
7. Ability to prioritize and manage multiple complex projects simultaneously and to manage the work of a small team to effectively reach set goals
8. Bachelor’s or Master’s degree in a relevant field or commensurate experience
9. Proficiency with fundraising software/donor databases, preferably DonorPerfect
10. Interest in helping with projects outside of defined job responsibilities such as, but not limited to, gardening, workshops, occasional weekend work, and educational programs.

To Apply
Submit a cover letter, resume, and 3 references. Please include any pertinent information, including professional and personal experience, that is relevant to the position. Submit to:

Naomi Bongorno, Development Manager
nbongorno@communitysolution.org
Agraria, PO Box 243, Yellow Springs, OH 45387

APPLICATIONS ACCEPTED THROUGH October 22, 2021.

Agraria is an equal opportunity employer and encourages candidates from minority or underrepresented groups to apply for this position. We do not discriminate and take affirmative action measures to ensure against discrimination in employment, recruitment, advertisements for employment, compensation, termination, upgrading, promotions, and other conditions of employment against any employee or job applicant on the bases of race, color, gender, national origin, age, religion, creed, disability, veteran's status, sexual orientation, gender identity or gender expression.