



**Title:** Senior Director of Development

**Location:** Hybrid: at least two days per week in Bethesda office is required; this role also will require regular time at project sites throughout Rock Creek Park and other regional locations

**Reports to:** Executive Director

**Type:** Full-time

**Position Overview:** Rock Creek Conservancy is a small, but growing nonprofit that serves as the philanthropic and stewardship partner to Rock Creek (national) park and is a local watershed organization. The Director of Development will lead development and communication strategy and operations to raise awareness of the Conservancy's work and mission, to grow attendance and engagement at programs and in stewardship, and to build philanthropic support for the Conservancy's work. Major responsibilities will include the following:

- Lead a multi-million-dollar capital campaign
- Develop individual giving program, including significant growth in major gifts
- With support from development staff, grow institutional giving
- With executive director and park superintendent, identify and build processes to empower all staff and board members as fundraisers or partners
- Document, train staff, and adaptively manage strong development processes, including metrics to track progress towards revenue and stewardship goals and coordination with National Park Service requirements
- Work with board and leadership volunteer committees to build fundraising and ambassadorship capabilities and comfort

**Desired Qualifications:**

- 8+ years of professional experience in nonprofit development
- Significant experience with major gift program, including successfully closing gifts of \$25,000 and above
- Familiarity with DC-area philanthropy
- Experience with fundraising for national parks a plus
- Great project and staff management skills, including time management, goal-setting, multitasking and prioritization with demonstrated success managing multiple tasks concurrently
- Experience managing and developing staff and contractors
- Ability to travel throughout the Rock Creek watershed for programs and to work occasional evenings and weekends

**To Apply** Rock Creek Conservancy is an equal opportunity employer. Please send a resume and cover letter to [info@rockcreekconservancy.org](mailto:info@rockcreekconservancy.org) with your name and position in the subject line. Applications will be reviewed on a rolling basis after May 1. Rock Creek Conservancy offers a competitive benefits package; salary range for this position is \$85,000 – \$115,000.

**About Rock Creek Conservancy:** Rock Creek Conservancy is a watershed organization protecting Rock Creek and the philanthropic and stewardship partner to the entirety of Rock Creek (National) Park. The Conservancy's mission is to restore Rock Creek and its parklands as a natural oasis for all people to appreciate and protect.