



Position Opening

Development Director

Salary: \$80,000-90,000

Status: Full-Time, Exempt

Reports to: Executive Director

Positions Reporting to this Position: None, potential hire of direct report

Location: Must be based in metro Atlanta, GA area

Description

The Georgia Conservation Voters family of organizations includes the Georgia Conservation Voters, Inc., the Georgia Conservation Voters Education Fund, and the Georgia Conservation Voters Action Fund. The Georgia Conservation Voters (GCV) mission is to advocate for public policies that advance a more just and sustainable future, campaign for candidates who will make climate and environmental justice a priority, and hold elected officials accountable for their actions and votes. The Georgia Conservation Voters Education Fund (GCVEF) mobilizes Georgians to advance climate and environmental justice through education, advocacy, and other forms of civic engagement. The Georgia Conservation Voters Action Fund (GCVAF) campaigns for climate champions. These complimentary organizations hold Georgia legislators and policymakers accountable for their actions on climate and environmental justice.

The Development Director will lead all aspects of the organization's individual donor and grant fundraising work. This is an executive-level leadership role, responsible for meeting budgeted revenue targets and expanding our financial resources as new challenges and opportunities arise within our growing organization. The qualified candidate is able to demonstrate knowledge about environmental and climate justice issues, is a strategic thinker, analyzes data and measures progress, is proactive and able to chart a path forward, is organized, detail-oriented, and is able to work closely with directors, board members, other GCV team members, vendors and consultants. The Development Director should understand that they aren't just raising money for us; they're raising money for exciting, high-impact campaigns to advance climate and environmental justice throughout the state of Georgia.

Responsibilities

- Participate at the board and staff level to develop organizational strategy and set goals
- Build and manage a team of staff and consultants to support fundraising efforts
- Develop and execute multi-channel development programs for all three entities that includes grants and individual donor strategies to ensure a long-term, recurring, and diversified funding base
- In partnership with the Executive Director, identify, develop, and cultivate individual major and middle donor prospects and develop and execute closing and stewardship strategies
- Work collaboratively across GCV's team to leverage different departments and staff members as needed in front of prospective funders and donors
- Build and develop board capacity and goal-setting to drive fundraising impact
- Enhance and maintain donor and grant information in the development database (EveryAction) and produce accurate reports and dashboards to track goal progress
- Execute multi-layered fundraising appeals that include mail, social media, etc.
- Organize and execute multiple fundraising events
- Research, write, and manage grant applications, grant reports, and funder relationships
- Work with the communication team to create a content calendar to support fundraising events, appeals, and other activities
- Coordinate development of signage, brochures, and other materials as needed for events and donor meetings

Qualifications

- Ability to quickly learn GCV, GCVEF, and GCVAF's programs and priority issues to effectively communicate each organization's work with donors and institutional funders
- Demonstrates extensive experience with fundraising and development in the nonprofit or political sector; fundraising experience for electoral campaigns or for 501c4 entities is strongly preferred
- Demonstrates a track record of identifying, cultivating, and soliciting significant individual and institutional donors
- Demonstrates the ability to develop and deliver successful presentations to donors and funders
- Demonstrates the ability to draft high-quality written proposals and grant applications
- Confident around decision-makers with money, and be ready to explain how GCV is helping them achieve their goals
- Is proficient with working with external consultants and vendors, as well as internally across departments

- Experience liaising with a Board of Directors to drive fundraising
- Strong time-management skills and ability to work efficiently and effectively in a deadline-driven environment
- Demonstrates a collaborative, low-ego, “all hands on deck” orientation around getting work done
- Must have experience with or be willing to learn to use EveryAction (our constituent resource management system, a.k.a. development database); Asana (project management system); and Google Workspace applications (ex., email, file management, calendar system, Google Groups, etc.)
- Must be willing to travel extensively to meet donors and funders, attend conferences and events, and meet with board members and staff; expect to travel in state at least 1-3 times a month and out of state every 3-4 months.

Compensation

The salary range for this position is posted at the top of this job description. The salary is commensurate with similarly situated nonprofit advocacy organizations, and the final amount will depend upon experience and qualifications.

Georgia Conservation Voters provides paid vacation and sick leave; health, vision, and dental insurance; and a 401(k) retirement plan. GCV also supports a healthy work-life balance by supporting flexible working practices, which include flexible working locations and hours, extensive time off, professional development support, and support for holistic health, including therapy reimbursement.

To Apply

Submit your cover letter and resume before the deadline posted on the website using the application found at gcvoters.org/careers.

If your experience is mostly out-of-state, please speak directly about why you want to do this work in the state of Georgia in your cover letter.

GCV is an equal opportunity and fair chance employer committed to a just, equitable, and inclusive workplace. We encourage applications from all qualified individuals without regard to race, color, religion, gender, sexual orientation, gender identity or expression, age, national origin, marital status, citizenship, disability, veteran status, or record of arrest or conviction. We encourage applicants with disabilities who may need accommodations in the application process to contact: jobs@gaconservationvoters.org