



Senior Director of Development (Hybrid)

Overview

We are seeking the next **Senior Director of Development (SDD)** for the **Virginia League of Conservation Voters (VALCV)**. Work location flexible - RVA, Charlottesville, or NOVA!

VALCV is a growing, non-profit 501(c)(4) organization that advocates for progressive environmental policies, educates, and endorses candidates for public office, and holds elected officials accountable on issues including our air, land, water, and public health. The VALCV family of organizations also includes the VALCV Education Fund, a 501(c)(3) organization, and VALCV PAC, our political arm that directly helps elect pro-conservation candidates.

As chief fundraiser for VALCV, the SDD is responsible for creating, executing, and managing all fundraising and development activities of all three VALCV entities and raising funds towards a \$2.3M yearly budget. The SDD will build and oversee the execution of VALCV's development strategy and will be a member of the executive leadership team. Works to engage and raise funds from existing donors, forge new relationships to build VALCV's visibility, impact, and financial resources, and create an internal organizational culture for fundraising. Supervises the Development Manager and reports to the Executive Director.

Working closely with the Executive Director, this adept foundation grant writer and major gifts fundraiser will sustain and grow VALCV's fundraising program. The SDD fosters relationships with key funding organizations and influential/ philanthropic individuals to create and maintain enduring partnerships with VALCV. The role is also accountable for cycling those relationships inside a moves management system toward new foundation giving, grants, and individual philanthropic gifts.

Additionally, the SDD is responsible for expanding, diversifying, and strengthening VALCV's base and pipeline of individual and foundation funders, while cultivating existing donors and foundations. Collaborates to secure funding for new and existing initiatives.

Current organization budget is \$2.3M with about 13 employees located on West Franklin in Richmond, VA. Work location flexible - RVA, Charlottesville, or NOVA! VALCV is an Equal Opportunity Employer committed to a diverse, inclusive, and equitable workplace. Go to www.valcv.org to learn more!

Key Qualifications, Skills, and Abilities

- Minimum bachelor's degree - preferably in marketing, public affairs, fund development or related discipline.
- Minimum five years of non-profit fund development experience at a leadership level, with specific experience making successful, individual major gift asks of 5 figures+.
- Proven track record of achieving fund development goals; in-depth knowledge of fundraising management systems, major gift cultivation and stewardship, and grant proposal and grant reporting processes.
- Adept in cultivating strong relationships with foundation trustees and officers, corporate funders, and individual donors.



- Adept at Microsoft Office products, and experience with EveryAction, or similar CRM/Development databases.
- Certified Fund-Raising Executive (CFRE) designation is a plus.
- Demonstrated commitment to racial justice and equity.
- Valid driver's license, reliable transportation and area travel needed.
- Hybrid and flexible work schedule; the willingness to work some evenings and/or weekends, as needed.
- Successfully complete pre-employment background screening.

Competitive Compensation Package with a salary range of approximately \$90,000 - \$100,000 (depending upon experience) and extensive benefits. Work location flexible - RVA, Charlottesville, or NOVA!

Apply by sending your *resume and cover letter* to HR@WarrenWhitney.com. This position will remain open until filled.

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