



Development Director Half-Time Position

Pollinator Partnership (P2) is looking for an experienced and passionate professional who possesses the skills to oversee the organization's fundraising and development activities. The Development Director will manage relationships with P2's financial partners, supervise staff, and represent the organization in a public-facing manner. The successful candidate should be a detailed and team-oriented professional, have proven fundraising and capacity building experience, and be committed to the mission and values of P2.

About Pollinator Partnership:

Pollinator Partnership is a not-for-profit organization whose mission is to protect and restore populations of pollinator species. As the world's largest organization devoted exclusively to the preservation of the birds, bees, butterflies, beetles, and bats, P2 plays a key role in preserving terrestrial ecosystems, promoting agricultural productivity, and enhancing local communities through pollinator-centered work. P2 has been actively supporting the conservation and protection of pollinators throughout North America since 1996. A multifaceted approach using original science; habitat preservation and creation; policy outreach; and public education has helped us achieve our goals in pollinator conservation. For more information, visit www.pollinator.org.

Principal Responsibilities:

- Creation and execution of a comprehensive 3-year development plan that compliments the organization's strategic plan
- Fundraise to meet 501(c)(3) nonprofit's financial goals, forecasting future income, and gathering feedback from donors
- Manage scheduled fundraising campaigns including newsletters, solicitations, and media campaigns using topical issues, financial trends, and annual cycles to inform campaigns
- Build new donor relationships while maintaining ongoing ones, encouraging recurring and planned-giving commitments
- Diversify organization's funding sources and maintain a diversified development portfolio
- Research, identify, and capture grant opportunities (federal, foundation, corporate, private), contributing to and leading the grant-writing team
- Improve existing donor databases to streamline efficiencies and capitalize on investment
- Help programmatic leads create their own fundraising activities and connect them with funding opportunities
- Uphold branding and marketing themes to project a cohesive identify for the organization
- Manage and supervise development associate staff and interns
- Plan fundraising events, sometimes from a distance, to support local and national programs
- Provide plans, updates, and progress to the Board of Directors
- Report to directly to the Executive Director

Required Skills:

- Degree in a relevant field such as nonprofit administration, business administration, communications, or equivalent professional experience

**POLLINATOR
PARTNERSHIP**

- At least 5 years of advanced-level experience in non-profit fundraising, grant procurement, and development (preferred)
- Ability to engage public and private donors
- Strong commitment to the vision, mission, and values Pollinator Partnership
- Ability to lead and direct others
- Strong organizational and communication skills, including excellent verbal and written communication skills
- Strong computer skills, including Microsoft Word, PowerPoint, and Excel
- Knowledge of grant writing
- Event planning capabilities

Compensation: \$50,000 - \$60,000 annually (half time equivalent – Approx. 20 hours per week). Compensation will be based on experience and qualifications.

Location: San Francisco Bay Area preferred. Other locations and remote work will be considered.

To Apply: Please email cover letter, resume, and contact information for 3 references as one document to kr@pollinator.org by Friday, January 14, 2022.

No phone calls please.