Job Announcement

Job Title: Director of Development

Organizational Overview:

Waterkeeper Alliance is a global movement uniting more than 350 Waterkeeper Organizations and Affiliates around the world, focusing citizen action on issues that affect our waterways, from pollution to climate change. Waterkeepers patrol and protect more than 2.8 million square miles of rivers, lakes and coastlines in Africa, Asia, Australia, the Americas, and Europe. For more information please visit: www.waterkeeper.org.

Position Summary:

At a time of strategic growth, Waterkeeper Alliance seeks a mission driven and entrepreneurial Director of Development to build upon our fundraising efforts and leverage our existing donor base to secure the revenue needed to scale our programming. The director would be expected to utilize multi-channel fundraising to acquire new donors, deepen relationships with existing donors and raise the organization’s profile.

The Director of Development will lead a two-person development team, which encompasses major gifts, foundations, planned giving, fundraising events, and database & donor services. The position reports to the Deputy Director and will also work with members of the board of directors and executive leadership, including the Executive Director and President.

Primary Responsibilities:

- Manage existing portfolio of donors and prospects of top corporate, foundation (where appropriate), and individual prospects ~ 50-75;
- Take ownership of developing individual and corporate strategies for identifying and cultivating prospective donors, briefing and solicitations, and stewardship;
- Oversight of foundation donor pipelines, devising strategies for identifying and cultivating prospective donors, briefing and solicitations, and stewardship;
- Make direct, face-to-face solicitations, and assist the Board of Directors, and other staff with their solicitation activities (e.g., provide portfolio development support, strategic counsel, and help with donor communications);
- Acknowledge donors through appropriate public and private recognition;
- Collaborate with Deputy Director and Executive Director to synchronize development efforts;
- Work in collaboration with the Communications Department to ensure consistent donor-centric communications strategy for all major donor prospects; and
- Other relevant responsibilities as assigned by Deputy Director and/or Executive Director.
In success, the Director of Development expands and diversifies Waterkeeper Alliance’s base of support, deepens relationships with donors, drives revenue growth above industry benchmarks, inspires giving from the Waterkeeper Alliance Board and Trustees, leads and motivates a dedicated team, and contributes to a diverse, equitable, and inclusive culture.

**The person in this position will need:**

1. A Bachelor’s degree, or equivalent, along with 7 to 10 years of fundraising experience with a proven track record of successful major gift fundraising “closes”
2. Experience with international donors to support our global network of Waterkeepers;
3. Experience and ability to raise funds and develop and implement project plans;
4. Knowledge and experience with water quality issues and grassroots organizing, and advocacy;
5. Excellent communication skills, both written and oral;
6. Experience working in complex environments with a high degree of organizational effectiveness and attention to detail;
7. An ability to travel both domestically and internationally (when safe to travel again);
8. Familiarity with or the ability to readily adapt to the Waterkeeper culture and model;
9. Experience with team building and facilitating group processes;
10. To be charismatic and likeable; and
11. To be persuasive and a consensus builder with lots of energy.

**Location:** New York, NY (remote during COVID-19)

**Job type:** Full-time

**Start date:** ASAP

**Culture & Benefits:**

Our staff and Waterkeepers are the heart of our mission, and we are committed to pursuing the principles of Justice, Equity, Diversity, and Inclusion (JEDI) as we move forward to a more equal and empowering future as an organization. We aim to create and sustain a workforce that reflects the hundreds of global communities we strive to protect in our fight for clean water, and welcome applicants from diverse backgrounds to apply to join our Team!

We offer a competitive industry salary, excellent benefits including 15 vacation days and paid parental leave, work from home opportunities, and a healthy work-life balance to all members of our team.

Applications: Email your resume and cover letter to careers@waterkeeper.org, Subject: Director of Development.

Please note that applications must be emailed to careers@waterkeeper.org to be considered for this position.
Waterkeeper Alliance is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability or protected veteran status.

In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification document form upon hire.

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