

SR. ASSOCIATE DIRECTOR OF PHILANTHROPY

Seattle, WA, Portland, OR or San Francisco or Los Angeles, CA

Are you skilled at inspiring donor interest to crucial work that contributes to advancing an organization's mission forward? Do you have a passion for nature and people? Does creating and executing strategies to expand donor support across the USA for Alaska conservation priorities sound like an intriguing opportunity to exercise your entrepreneurial spirit? The Sr. Associate Director of Philanthropy position with The Nature Conservancy in Alaska could your be next career move!

In this newly created position, you'll play an instrumental role to Alaska's philanthropy team of 6 by owning the continental US donor fundraising strategy from creation to execution. Residing in one of the major West Coast cities, you will coordinate effective multi-year strategies and plans for gift prospects focusing on individual donors through partnering with other chapter's fundraisers across the US to solicit major gifts to Alaska.

In case you're not familiar, The Nature Conservancy is the leading conservation organization working to make a positive impact around the world in more than 72 countries, all 50 United States, and your neighborhood. Our mission is to conserve the lands and waters on which all life depends. One of our core values is our commitment to diversity therefore we are committed to a globally diverse and culturally competent workforce. Visit www.nature.org/aboutus to learn more.

As a leader in Alaska's conservation community, our team of scientists and problem solvers work with local communities to protect Alaska's globally important fisheries, watersheds, and the iconic landscapes that define our great state. We work using tried and true TNC conservation methods as well as using innovative economic development approaches that tie people and nature together using an equity lens. From working to provide food and water sustainably to tackling climate change, The Nature Conservancy is building a future where people and nature thrive together.

The ideal candidate will have a background and track record that includes:

- Bachelor's degree and 6 years related experience or an equivalent combination.
- Experience building and maintaining long-term relationships with fundraising constituents.
- Experience in asking for and closing gifts of \$50,000 or more.
- Experience in managing and tracking multiple prospects and donors.
- Experience working with cross-functional teams, preferably in a large non-profit.
- Experience working with fundraising principles and practices.
- Experience, coursework, or other training in current trends in charitable giving in the areas of capital campaigns, major gifts or planned giving.
- Valid driver's license

Some desired knowledge, skills and experience that would be helpful:

- Multi-lingual skills and multi-cultural or cross-cultural experience appreciated.
- Ability to design and manage fundraising plans, including individualized cultivation, solicitation and recognition plans.
- Supervisory experience including setting objectives and managing performance, including conflict resolution.
- Experience working on teams that are geographically dispersed
- Ability to educate and inform prospective and existing donors about appropriate giving vehicles.
- Demonstrated experience using listening, diplomacy and tact to build strong relationships and motivate donors and volunteers.
- Proven ability to negotiate complex, high profile or sensitive agreements.

Annual salary is competitive based on location and experience.

Interested in finding out more?

Review the full description and application link [here](#) or visit www.nature.org/careers and enter job ID 47480 in the keywords search.

Applications must be submitted by **8:59 PM PST on April 12, 2019** to be considered.

The Nature Conservancy is an Equal Opportunity Employer.

Our commitment to diversity includes the recognition that our conservation mission is best advanced by the leadership and contributions of diverse people of all genders, backgrounds, beliefs and culture. Recruiting and mentoring staff to create an inclusive organization that reflects our global character is a priority and we encourage applicants from all cultures, races, colors, religions, sexes, national or regional origins, ages, disability status, sexual orientations, gender identities, military or veteran status or other status protected by law.