



Development Director
May 2025
Little Rock, AR or Fayetteville, AR

About Apple Seeds

Apple Seeds is a nonprofit organization based in Fayetteville, Arkansas that works to educate and excite children about fresh fruits and vegetables while increasing access to healthy food. Our mission is to inspire healthy living through garden-based education. Apple Seeds offers experiential garden and culinary based activities through programs on our Teaching Farm, in schools, and through virtual formats reaching over 17,000 students a year. For more information about Apple Seeds, visit <https://appleseedsnwa.org/>.

Position Overview

We are seeking a passionate and experienced Development Director to join our team. As the leader of our fundraising efforts, you'll guide a team focused on annual giving, corporate giving, grant writing, donor engagement, and event coordination in Northwest and Central Arkansas—all while ensuring these efforts reflect our core values. In partnership with senior leadership, you'll shape and implement strategies to drive revenue growth and long-term sustainability. We're seeking someone with exceptional communication skills, a proven history of fundraising success within the nonprofit sector, and a deep commitment to making a positive social impact.

Reporting directly to the Executive Director, you will collaborate closely with the leadership team, including the Board, to develop and implement effective fundraising strategies and cultivate donor relationships in both Central Arkansas and Northwest Arkansas.

Key Responsibilities

- Develop and implement a comprehensive fundraising plan, integrating the Benevon model, to meet the organization's annual revenue goals.
- Identify and cultivate major gift prospects for foundations, individual giving and corporate giving.
- Lead strategy and implementation of grant funding, special events, sponsorships, annual giving, and corporate giving.
- Manage and lead a team of professionals, providing guidance, training, and support as needed.
- Oversee the donor journey and donor communications
- Work closely with the Board of Directors and Executive Director to develop fundraising strategies and goals.
- Monitor and analyze fundraising data to evaluate performance and adjust strategies as needed.
- Perform other duties that help fulfill our mission and abide by our organizational values.

Skills and Qualifications:

- 8+ years of nonprofit fundraising experience with a proven track record of success in major gifts, corporate and foundation giving, and special events.
- Bachelor's degree or higher in nonprofit management or relevant field.
- Certified Fund Raising Executive (CFRE) preferred.
- Experience with the Benevon fundraising model is preferred.
- Excellent written and verbal communication skills, including the ability to write compelling donor communications and marketing materials.
- Strong leadership and management skills, with experience managing a team of professionals.
- Demonstrated ability to work collaboratively with colleagues, Board members, and volunteers.
- High degree of proficiency with CRM software
- Passion for health, fresh foods, education, and the farm to table movement.

Hours:

- Full-time, Exempt position, 40 hours per week
- Some evening or late afternoons will be required
- Frequent travel between Little Rock and Fayetteville
- Location of work: Little Rock or Fayetteville

Anticipated Start Date: Fall 2025**Benefits:**

- Annual salary of \$80,000-\$110,000, commensurate with experience
- Full-time employees are eligible for health insurance after 60 days, with Apple Seeds covering 50% of the premium. Additional family members can be added at extra cost
- SIMPLE IRA with a 3% employer match
- Benefits include 15 days of paid vacation/personal leave, 14 days of holiday vacation, and up to 6 days of paid sick leave annually

Equal Opportunity Statement

Apple Seeds is dedicated to providing equal employment opportunities to all individuals based on job related qualifications and ability to perform a job, without regard to age, sex, race, color, veteran status, religion, disability, sexual orientation, gender identity, marital status or national origin. People from these and other historically marginalized backgrounds are encouraged to apply.

Application Instructions

Applications will be reviewed on a rolling basis. We will continue accepting and reviewing applications on a rolling basis until the position is filled. Please email a resume and cover letter to: Brooke LeMasters at brooke@appleseedsnwa.org.