



Development Director January 2024

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 10,000 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 Development Director, you will play a crucial role in achieving our annual contributed income goals and marketing/communication objectives. Reporting directly to the Executive Director, you will collaborate closely with the leadership team, including the Board, to develop and implement effective fundraising strategies, cultivate donor relationships, and maintain the integrity of the Apple Seeds brand. This position supervises the work of the Communications Manager and the Events Manager.

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, as well as corporate and foundation donors.
- Plan and execute special events that engage donors and raise funds for the organization.
- Manage and lead a team of professionals, providing guidance, training, and support as needed.
- Oversee the development and execution of effective donor communications and marketing materials.
- 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.

Qualifications

- 5+ 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.
- Grant Professional Certification (GPC) or Certified Fund Raising Executive (CFRE) preferred.
- Experience with the Benevon fundraising model is a plus.
- 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.
- Experience with donor management software
- Passion for health, fresh foods, education, and the farm to table movement.

Position Details

- Full-time position with on-site requirement for the first six months, with some remote flexibility and schedule customization after that period.
- Some evening or late afternoons will be required, along with occasional overnight travel.
- Salary range: \$65,000-\$85,000 commensurate with experience.
- Benefits: 35 days PTO, Health Insurance, IRA plan with employer match.

Application Period: Accepting applications from February 22, 2024, to March 15, 2024.

To Apply: Please send your resume and cover letter to Apple Seeds' Interim Development Director, Melody Timinsky, at melody@appleseedsnwa.org.

Join us at Apple Seeds, where your passion for engaging others and securing resources will make a lasting impact on the community and the lives of children.