

**Position Title :** Director of Development  
**Organization :** Buffalo Olmsted Parks Conservancy  
**Salary:** \$65,000 - 75,000 annually  
**AFP-WNY Post Date:** 2-21-24

**DEADLINE TO APPLY: OPEN**

The Director of Development will be responsible for leading the creation and implementation of the Conservancy's philanthropic strategy to meet annual unrestricted (\$1,000,000 plus) and restricted fundraising goals with a focus on individual donors, corporate sponsors, and foundation grants. With the support of a dynamic team, the Director of Development will develop and manage a comprehensive work plan that sets, tracks, and analyzes the success of tactical components including by not limited to annual appeals, corporate programming, individual and major gifts, fundraising events, cultivation and stewardship programming, planned giving, and grants.

The Director of Development reports directly to the Executive Director, and all plans and strategies will be reviewed, approved, and authorized by the Executive Director in conjunction with the Board, in serving the mission and vision of the organization and its sustainability objectives. The Director of Development is expected to work cross-departmentally with the following team members: the Chief Financial Officer to jointly produce analytics, sub-budgets, and targets related to the financial goals; the Director of Engagement and Inclusion to ensure proper communication and engagement of department activities; the Director of Operations to coordinate any operational impact of department activities.

This is a full-time position with exempt status according to the Fair Labor Standards Act. Exempt employees are generally expected to devote the number of hours necessary to complete their respective tasks. This position generally requires a 40-hour work week, but will include some evenings, weekends, emergency and possibly holiday work.

Visit <https://www.bfloparks.org/jobs/director-of-development/> for more information.

**To apply, please apply via Indeed.com at [this link](#) -OR- email your resume to Maggie at [mdoud@bene-care.com](mailto:mdoud@bene-care.com) -OR- send by mail to:**

Buffalo Olmsted Parks Conservancy, Inc.  
Attn: Human Resources  
84 Parkside Avenue  
Buffalo, NY 14214

*This job description is intended to identify and list the responsibilities, duties, and qualifications for the position. It cannot be considered all-inclusive, however, as changing organizational circumstances can result in changes to some of those responsibilities, duties, and qualifications. Further, every task supporting the functioning of the position may not be listed or not listed in detail. This job description does not constitute a contract of employment.*