



COLORADO WEST LAND TRUST

Development Director

Status	Full-time; regular; exempt
Reports To	Executive Director
Location	Grand Junction, Colorado
Travel	Regional travel is required; shared company vehicle or mileage reimbursed
Schedule	Monday-Friday, with some evenings and weekends required
Salary Range	\$77,000-\$115,000/annually; anticipated hiring range \$77,000-\$100,000/annually
Benefits	Employer paid health insurance; short- and long-term disability; life insurance; employee assistance program; 15 days paid vacation, 10 days paid sick time, 11 paid holidays; 403(b) retirement plan with company match after 1 year. Additional employee paid supplementary insurance plans available

Summary of Job Responsibilities:

- Lead strategic fundraising and marketing efforts to meet annual and long-term goals
- Develop and manage annual and campaign budgets
- Oversee donor programs, including major gifts, annual giving, planned giving, sponsorships, and membership
- Manage a portfolio of major donors and prospects
- Guide grant writing, reporting, and compliance
- Design and implement new fundraising campaigns and initiatives
- Mentor and supervise the Development Team
- Collaborate with and support the Board of Directors and Donor Relations Committee in fundraising efforts
- Represent CWLT at community events, conferences, and partner coalitions
- Develop positive relationships with funders, partners, and supporters
- Create and analyze fundraising reports and donor data
- Contribute to annual planning and long-range strategic vision as a Leadership Team member
- Support a positive, collaborative, and mission-driven organizational culture

Requirements:

- Proven success in donor relations and fundraising across individuals, foundations, and corporations
- Skilled in identifying, soliciting, and stewarding gifts
- Strategic thinker with understanding of giving trends and fundraising tactics
- Strong organizational and collaborative skills
- Excellent written and verbal communication; public speaking a plus
- Experience with CRM/donor databases and Microsoft Office
- Tech-savvy and detail-oriented
- Valid driver’s license and safe driving record
- Integrity, credibility, and a passion for conservation

Education & Experience:

- 5+ years of direct experience in fundraising/development or other relevant industry.
- Professional fundraising/development experience that includes work history with individual giving, corporate engagement, and grant writing responsibility.
- Supervisory experience preferred.



Find full job description & application at:

<https://cwltd.bamboohr.com/careers/33?source=aWQ9MzU%3D>

