

The Council for Watershed Health (CWH) has been a leader in the Greater Los Angeles Region for 20 years in science-based research, integrated water demonstration projects, diverse education, water resource coordination, planning and policy. Our work has consistently maintained a distinct focus on connecting communities of greatest need to the power of water to advance the health, safety and sustainability of their neighborhoods and treasured open spaces. We believe healthy watersheds equal healthy communities.

Our mission is to advance the health and sustainability of our region's rivers, streams and habitats, both natural and in our urban neighborhoods. We do this through science-based research, education and inclusive stakeholder engagement.

Director, Development & Strategic Partnerships

As a senior leader, the Director for Development and Strategic Partnerships is an integral member of the Management Team and will be responsible for providing leadership, training, and goal setting. This position reports to the Executive Director and will provide management for all development activities including donor acquisition, growth, retention, and cultivation.

Qualifications:

- Minimum of three to five years of fundraising experience with a track record of success in major donor cultivation, private foundation support and special events fundraising.
- Bachelor's degree or equivalent in a field relevant to non-profit needs. CFRE is a plus.
- Experience as a collaborative development professional, someone who can lead donors toward the mission while strategically building a healthy and high-functioning team.
- Superior verbal and written communication skills.
- Strong work history and relationships in LA County
- Excellent interpersonal, analytical and organizational skills, capable of working effectively with board members, staff members, volunteers, consultants and donors/prospects.
- Adaptability to organization-specific fundraising software already in place, web applications, and knowledge about the role of technology and electronic communication used in fundraising.
- Experience in all phases of development budgets.
- Knowledge of and experience with environmental networks and water-related issues is desired but not required.

Responsibilities:

- Execute fundraising strategies and tactics including:
 - Special Events Fundraising
 - Corporate Donor Cultivation
 - Membership Program
 - Grant Portfolio Management
- Grow and manage donor portfolio of individual, corporate donors and public partners with a special emphasis on expanding corporate relationships and opportunities.
- Identify and cultivate new relationships.
- Equip and encourage board & staff to participate in Fund Development efforts.
- Manage the Development Team to ensure strategic plan goals are met. Lead as a Player/Coach: able to coach the team to success but also executing in the field.

Hours: Minimum 30 hours per week. Some after hours event implementation will be required.

Salary: Commensurate with experience

Benefits: CWH offers a competitive benefits package with medical/dental/vision insurance, and retirement plan with employer contribution.

Application deadline: January 27, 2017. Send resume and cover letter to: Ms. Rumi Yanakiev, jobs@watershedhealth.org