

Job Announcement

Director of Development

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The Resource Innovation Group (TRIG) seeks a Director of Development to lead its fundraising efforts. The primary duties will be to develop and execute a strategy to significantly increase fundraising from the private sector, individual large donors, and government sources. A secondary duty will be to develop and lead a strategy to increase TRIG funding from philanthropic foundations. The director will work closely with the TRIG Executive Director, administrative, communications, and program staff. The ideal candidate will have a proven track record and the ability to develop and execute a comprehensive fund raising plan for a non-profit organization.

Specific Responsibilities

1. Formulate and implement a strategy to raise funds from the private sector, individual large donors, and government sources (75% of time).
 - Formulate and implement private sector fundraising and partnership plans and achieving set targets through various fundraising and partnership building tools (e.g. corporate cash and in-kind donations, donors, social media and web-based fundraising).
 - Putting the private sector and individual large donor fundraising plans into action in a timely and effective manner. This includes campaigns for donor acquisition, cultivation, retention, and corporate fundraising.
 - Formulate and implement government fundraising plans and achieving set targets through various approaches.
 - Write proposals for internal and external uses, send reports, and organize experiences for potential donors, partners, and public agencies.
2. Coordinate and expand philanthropic foundation fundraising efforts (20% of time)
 - Constantly scan the national foundation environment for trends and opportunities and work with staff to develop proposals tailored to foundation needs.
 - Support and facilitate the writing of foundation proposals and reports.
3. Keep careful track of private, partnership, government and foundation fundraising activities and prepare reports as needed (5% of time)

Expected Qualifications and Competencies

- Advanced university degree in social sciences or a related field.
- At least five years of progressively responsible professional work experience in corporate social responsibility, fund raising, partnership development, or acceptable related experience. Proven experience in marketing, advertising, and/or sales.
- High motivation, positive, “can-do” attitude, flexible, team focused, detail oriented with a high degree of initiative, commitment, and pragmatism.
- Proven skills in communications, networking, advocacy and ability to relate to media and community.
- Proven conceptual, analytical and negotiation skills.
- Ability to clearly and concisely present ideas and concepts in written and oral form.
- Proven ability to effectively manage relationships with private sector, non-profits, government officials and other partners.
- Exemplary knowledge of computer systems and applications including Raiser’s Edge and other programs (with Mac knowledge and skills being especially useful).
- Initiative, passion, and commitment to TRIG’s mission, professional values, and programs.

Salary: Commensurate with Experience

Location: The Director of Development will be located in TRIG’s office in Eugene, Oregon.

EOE: TRIG is an Equal Opportunity Employer and does not discriminate on the basis of any status or condition including race, gender, or religious affiliation. TRIG reserves the right to hire and promote individuals who support the mission and goals of the organization.

To Apply: Please send a CV and at least three references to: admin@trig-cli.org with position title in the subject line

Closing Date: March 1, 2012