

THE CONSERVATION FUND

Title: Regional Director of Fundraising, Pacific Coast

Department: Development

Status (Exempt or Non-Exempt): Exempt

Reports To: Director of Development

Positions Reporting to this Position: None

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The Conservation Fund (“TCF” or the “Fund”) is a nonprofit conservation organization dedicated to the dual mission of protecting America’s most important land, water, and natural resources while also supporting economic growth in communities. Top-ranked for efficiency and effectiveness, in its 35-year history The Conservation Fund has protected more than eight million acres of critical conservation property worth \$4.7 billion across all 50 States.

The Fund has 170 staff nationwide and is headquartered in Arlington, VA. We work at the intersection of conservation and community—we believe that environmental protection and economic vitality are inseparable. Our focus is on conservation and communities, creating as many pathways as possible for people and organizations to protect their natural resources and save the places that matter most - properties with ecological, historic and/or cultural significance. We deliver conservation and economic vitality through strong partnerships with government, business and colleague organizations.

We are willing to take risks. We are creative, entrepreneurial and have devoted over three decades to re-defining conservation - inviting more Americans to participate in, and benefit from the multiple advantages offered by our solutions. Traditional methods of conservation are not keeping pace with ever-increasing demand for the benefits supplied to us by nature.

We are independent and do not have a membership, and thus appreciate the dedicated support of a nationwide community of individuals and organizations who agree with our vision and approach. Working efficiently and effectively, the Fund devotes 96% of its annual budget directly to conservation programs and 1% to fundraising.

With thirty-five consecutive years of growth, our record demonstrates that new ideas can work, especially when created and implemented with trusted, credible partners. The Conservation Fund has proven again and again that it can address the big challenges and achieve enduring change through purposeful conservation.

To learn more, visit www.conservationfund.org

Position Summary

Reporting to the Director of Development, the Regional Director of Fundraising, Pacific Coast is responsible for creating, managing, and implementing donor strategies for a large portfolio of major donors and supporting a portfolio of major donors managed by field staff across the West. They will provide fundraising support to field staff and meet regularly with colleagues across the country to coordinate and execute fundraising strategies using experience and knowledge to build consensus and align fundraising initiatives.

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PRIMARY RESPONSIBILITIES

- Responsible for the personal cultivation, solicitation and stewardship of a portfolio of 150-200 donors and funders.
- Work collaboratively with field staff to create and implement fundraising strategies and setting financial fundraising goals for a multi-million-dollar portfolio of donors managed by field staff.
- Provide proposal and report writing coordination with field staff for the Western region.
- Assists the Director of Development and President with select donor relationships and campaigns.

DESIRED BACKGROUND AND PERSONAL ATTRIBUTES

- Bachelor's degree required; master's degree highly preferred.
- At least five years of experience closing individual major gifts at the \$10,000 level and above.
- Excellent communication skills, both oral and written.
- Self-starter with demonstrated ability to work well independently and as part of a team.
- Organized, detail-oriented, possessing a builder's mentality and strong work ethic.
- Passion and interest in the mission of the Conservation Fund.
- Ability and willingness to travel 2-3 overnights per month.

PHYSICAL/MENTAL REQUIREMENTS:

- The work requires minor physical exertion and/or physical strain.
- The position does require sporadically working long hours and/or weekends.
- Overnight travel is required.

LOCATION

The Regional Director of Fundraising, Pacific Coast will be based in the region working virtually from a home office. Ideal locations would be in the Los Angeles, San Francisco, San Diego, Santa Barbara, or Sacramento metro areas, but all locations within the Pacific West region will be considered.

We offer an excellent benefits package including medical, dental and life insurance; 403(b) plan; paid parental leave, vacation, sick leave and holidays.

The Conservation Fund, a Non Profit Corporation, is an Equal Opportunity Employer who fully and actively supports equal access for all people regardless of Race, Color, Religion, Gender, Age, National Origin, Veteran Status, Disability, Genetic Information or Testing, Family and Medical Leave, Sexual Orientation and Gender Identity or Expression and prohibits retaliation against individuals who bring forth any complaint, orally or in writing, to the employer or the government, or against any individuals who assist or practice in the investigation of any complaint, or otherwise oppose discrimination.

Interested/qualified candidates should send their resume with cover letter to careers@conservationfund.org.