



Mountain Area Land Trust Director of Philanthropy

Mountain Area Land Trust (MALT)* seeks a professional, energetic, articulate and experienced person to become its Director of Philanthropy. The Director of Philanthropy is responsible for leading the planning, design, implementation and evaluation of all aspects of the organization's fundraising.

MALT's philanthropic philosophy is based on stewardship and cultivation of strong, long-term relationships to sustain the organization's operations, with particular emphasis on major and planned gifts from individuals, foundations and corporations, as well as grants, special campaigns and outreach and fundraising events.

Reporting to the Executive Director, the Director of Philanthropy will be a key member of MALT's leadership team, working collaboratively to help the organization achieve its mission. This is a part-time, 28-hour a week position; salary range is \$50,000 - \$60,000 commensurate with qualifications and experience. MALT offers paid vacation, holidays, sick leave and retirement benefits.

Qualifications

- Committed to the mission of the Mountain Area Land Trust.
- Demonstrated success in fundraising: individuals, major donors, foundations and corporations.
- Demonstrated success in cultivating, writing and securing significant grants.
- Experience managing and motivating Boards and volunteers for fundraising initiatives.
- Demonstrated success in planning and executing successful fundraising and outreach events.
- Experience with planned giving programs.
- Strong financial skills, including the ability to track and manage fundraising reports and budget goals.
- Excellent written/verbal communication skills, excellent interpersonal skills, ability to speak before groups and ability to lead as well as function as a team member.
- Experience with donor database software (Salesforce preferred) along with proficiency in Microsoft Office including PowerPoint and Excel.

Duties & Responsibilities

- **General Fundraising** - Working with the Executive Director, the Director of Philanthropy will direct and manage fundraising, grant and membership

development activities and annually create and execute a comprehensive fundraising plan that is consistent with the organization's budget.

- **Membership** - Retain, manage and increase donor base.
- **Business** – Research, secure and cultivate corporate sponsorships.
- **Major Donor** - Research and meet regularly with potential major donors to develop relationships that will lead to significant gifts.
- **Planned Giving** - Cultivates and manage a robust planned giving program.
- **Grants** - Research funding sources, writes and manages grants; meets regularly with representatives of granting organizations/foundations to develop lasting and financially successful relationships.
- **Events** - Manage fundraising events to improve and enhance revenue.
- **Board** - Work closely with the Development and Marketing Committee of the MALT Board of Directors to execute a successful fundraising plan. Develop strong relationships with all Board members as a means to facilitate and open new funding opportunities.
- **Outreach** - Represent MALT in the community as a spokesperson; collaborate with staff to create and implement education and outreach programs.
- **Writing Skills** - Demonstrated, strong and successful writing skills.

Personal Characteristics

- Self-motivated, action oriented and self-directed.
- Strong and demonstrated interpersonal, customer service and hospitality skills.
- Goal and results oriented; organized, personally accountable and driven to success.
- Creative, collaborative and approachable.
- Knowledge of local communities the organization serves: Jefferson, Clear Creek, Boulder, Park, Gilpin and Teller Counties.
- Passionate about the outdoors and Land and Water conservation, wildlife and natural resource protection.

Work Schedule and Location

- 28 hours a week.
- Work primarily in MALT headquarters in Evergreen.

Position open until filled. Please send cover letter, writing samples and resume to Lynn@savetheland.org.

* DESCRIPTION AND MISSION: Founded in 1992, Mountain Area Land Trust is a private, 501(c) 3 nonprofit organization committed to saving natural areas, wildlife habitat, streams and rivers, working ranches and historic lands for the benefit of the community

and as a legacy for future generations. The organization has received overwhelming support from the community. EOE