

JOB SUMMARY

As the Development Director, this position will raise vital revenue streams which allows Wylde Center to continue to achieve its mission and maximize its impact in the communities it serves. Reporting to and in partnership with the Executive Director, the Development Director will work 40 hours per week to plan and organize fundraising activities, manage the development budget, and assemble a team of staff, volunteers, and consultants to reach the department's annual income goals.

As our designer of development strategies, you get to

- Help our donors accomplish their philanthropic goals and ambitions through a relationship with our organization
- Develop and execute the annual fundraising plan with the goal of raising \$790,000 annually from major gifts, events, donations, foundations. **The primary focus of this position will be to build a major donor base.**
- Generate new ideas that increase revenue and donor loyalty
- Report on program progress to senior management and the board
- Oversee the development budget and monitor expenses
- Work with the Capital Campaign consultant to raise funds for the site improvement plan and office renovation

As our organizer of development activities, you get to

- Maintain long-term relationships with existing donors and solicit renewed and upgraded gifts
- Identify and build relationships with new and prospective donors
- Build a major gift plan that includes current and prospective donors, moves management for cultivating and soliciting those donors, and executing that plan with the support of the Executive Director
- Manage a team of two direct reports, Events Coordinator and Development Officer to meet and exceed revenue goals
- Provide information, guidance and support engagement of the Board of Directors in development work, with an emphasis on building and engaging the Development Committee
- Manage systems and software to track and cultivate donors and prospects, including our Bloomerang database and wealth screening tools
- Administer signature fundraising and donor stewardship events
- Make direct, face-to-face, phone and email solicitations
- Recruit, train, and support key staff, consultants, and volunteers to assist in advancement efforts

- Communicate fundraising goals throughout the organization and equip team members to reach them
- Identify staffing needs, interview candidates, and on-board well-qualified personnel

This job might be for you if

- You have 3-5 years of experience in nonprofit development. You dream of transforming good organizations into great ones, and you know how to actualize your aspirations.
- You are an enthusiastic leader capable of managing diverse teams to reach a common goal. Initiating and completing projects is right up your alley. You know how to make timely, effective and ethical decisions. You embody the entrepreneurial spirit. You're a self-starter who crafts creative solutions and opens doors to new donor relationships.
- You actively and constantly listen to all constituents, focus especially on donor needs and know how to identify mutual benefits. You communicate excellently and compel audiences through writing and speaking.

OTHER JOB INFORMATION

Compensation: \$42,240 Salary

Benefits: Select employees are eligible to participate in benefits which include (but are not limited to) a medical stipend, accrued vacation and a retirement savings plan.

Schedule: 40 hours/week per week including occasional weekend and evening work. Hours may be negotiated, and we offer virtual and office based schedules.

Work Location: Wylde Center offices at Legacy Park, 500 S. Columbia Drive, Decatur, GA 300030

Contact: Stephanie Van Parys, stephanie@wyldecenter.org

Application Information: Please submit your resume, references, and cover letter to Stephanie Van Parys, Executive Director, at Stephanie@wyldecenter.org with "Development Director" in the subject line. **Resumes will be accepted until the position is filled.**



Development Director

The ideal candidate will have a passion for fundraising, a knack for building genuine relationships, and a connection to Wylde Center's mission. In your cover letter, please tell us how nature has influenced your life.

Start Date: August 16, 2021 (start date is flexible)

WHO WE ARE

The mission of Wylde Center is to connect people to nature.

Wylde Center provides communities with opportunities to connect with the natural world and change views about what we eat, the value of nature, and how we interact with it. We accomplish this through: 1.) Environmental & Health Education Programs for school-aged children, with a focus on under-resourced communities lacking in access to greenspace, school enrichment programs, and/or fresh fruits and vegetables. 2.) Community Gardening and Sustainability Education Programs to build grassroots environmental awareness and community resilience; and 3.) Urban Greenspace Conservation, Native Habitat Restoration & Local Food Production to provide access to nature within an urban environment and demonstrate the value of open land within an urban ecosystem.

The organization strives to provide an environment that cultivates a spirit of service, respect for diversity, global citizenship and character. Our commitment to a diverse, equitable and inclusive culture is reflected in a community in which differences are embraced, and staff, volunteers, and community partners have a sense of belonging.

At Wylde Center, we hire culturally competent and responsive candidates who believe in the critical importance of diversity, equity and inclusion in the success of an organization and can effectively incorporate those principles in their professional roles. Wylde Center actively seeks candidates from historically underrepresented populations.

Established in 1997 as Oakhurst Community Garden Project, the organization was founded as a space to garden, grow food, and experience nature in an urban environment, enhancing the lives of Oakhurst residents. Rebranded in 2012, today Wylde Center serves and enhances quality of life for the wider metro-Atlanta community with programs that focus on environmental and health education and food equity, and by preserving 7 acres of urban greenspace for community use.