



WisCorps, Inc.
789 Myrick Park Drive
La Crosse, WI 54601

Now Hiring Headquarters Staff!

Position Title:	Director of Development
Position Type:	Full Time
Location:	La Crosse, WI
Benefits:	Competitive pay, health, dental, generous paid-time-off package, dynamic & fun workplace
To Apply:	Email cover letter & résumé with references to matt.brantner@wiscorps.org
Deadline:	Application materials must be received no later than 5:00 p.m. on Friday, June 28 th , 2019

Position Overview:

The Director of Development reports to the Executive Director and provides leadership, management, and coordination of major fundraising and marketing initiatives. The Director of Development is responsible for developing strategies and plans to meet income budgets for major gifts, corporate donations, planned giving, annual fund, and campaign fundraising. The Director of Development will also help to create and advance a brand campaign to support the overall mission of WisCorps.

About WisCorps:

WisCorps is a 501(c)(3) non-profit conservation corps that provides a valuable service to local communities and the natural environment by engaging youth and young adults in conservation projects on public lands across the state of Wisconsin and the Upper Midwest.

Director of Development Responsibilities:

- Design and implement a comprehensive development strategy to sustain and advance the mission of WisCorps, including, but not limited to annual fund, major gifts, capital campaign, grants, and planned giving
- Direct all development initiatives, direct mail campaigns, corporate sponsorships, and major gift cultivation
- Create a comprehensive plan for identifying prospective donors and inspiring their first donation
- Develop a plan for encouraging meaningful and engaging relationships that create lifelong donors
- Manage the WisCorps individual donor database and keep detailed records using Network for Good
- Identify foundations that fit the WisCorps mission, submit high-quality grant proposals, and oversee reporting
- Oversee the planning for 1-2 special event fundraisers annually
- Engage with the Board of Directors and development committee regularly
- Make regular public appearances and speaking engagements at local events to educate about WisCorps
- Implement strategies to effectively and positively communicate with the media and community
- Oversee the creation of marketing materials (digital & print) to support fundraising activities
- Other responsibilities as assigned by the Executive Director

Director of Development Qualifications:

- A required minimum of 4-5 years of experience with non-profit development and fundraising
- Must be able to embrace the mission of WisCorps
- Extensive experience in creating and directing comprehensive development plans
- Demonstrated ability to identify prospects, cultivate relationships, solicit, and secure major gifts (\$10,000+)
- Broad experience with other development activities including managing annual funds, direct mail/online campaigns, major gifts, capital campaigns, and planned giving
- Ability to encourage meaningful and engaging relationships that create lifelong donors
- Proven record of submitting high-quality grant proposals that successfully secure grant funding
- Prior knowledge of marketing and public relations
- Proficient communication skills, both written and oral
- Highly self-motivated, hardworking, confident, autonomous
- Has a sense of humor, able to think creatively "outside the box."
- Willingness to give and receive constructive criticism
- Good driving record and a valid driver's license
- Experience with development activities in a conservation or environmental organization, a plus
- Certified Fund Raising Executive credential, a plus

*WisCorps provides equal employment opportunities without regard to race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, disability, genetic information, marital status, amnesty, or status as a covered veteran per applicable federal, state and local laws. We are committed to assuring equal employment opportunity and equal access to services, programs, and activities for persons with disabilities. If you have a disability and need to access information in an alternative format, or need it translated to another language, please contact us by phone at 608-782-2494, by email at staff@wis Corps.org or **Wisconsin Relay 711**.*