



## **Director of Regional Development**

**Region:** Western Great Lakes (primarily Wisconsin, Minnesota)

**Location:** Remote or home office centrally within specified geography (within ~200 miles of Eau Claire, WI/Minneapolis-St. Paul area)

**Posting Open Date:** Nov. 11, 2024

**Posting Close Date:** Jan. 31, 2025 (or until filled by an exceptional candidate)

### **RUFFED GROUSE SOCIETY & AMERICAN WOODCOCK SOCIETY**

At RGS & AWS, we believe forests are essential, not just for wildlife, but for all life. For more than 60 years, we have relied on the tenets of sound science and the belief that sustainable forest management is integral to wildlife conservation. We envision landscapes of diverse, healthy forests that provide homes for wildlife and opportunities for people to experience them. These same forests clean the air, filter water, and support local communities. Working forests work for wildlife.

We are seeking an entrepreneurial leader to direct development and major gift aspects of this endeavor in the Western Great Lakes Region. The director's main role will be to increase and diversify revenue through partnerships with corporate, private, and foundation philanthropists. The director will work in tandem with regional and national staff to scale up fundraising for RGS & AWS forest conservation programs.

#### **Qualifications:**

- Professional experience in a development and/or advancement program (5+ years), including leadership in one, or several, of the following: major gifts, annual appeal, campaigns, planned gifts, corporate partnerships, donor cultivation and donor stewardship.
- A desire to help people realize their philanthropic vision, to make connections, and to build things.
- Ability to foster and maintain collaborative relationships.
- Demonstrated effectiveness in the development, implementation and evaluation of fundraising programs.
- Business management and customer service experience.
- Ability to lead and motivate. Excellent spoken and written communication skills.
- Ability to establish a home office centrally within the regional service area.



### **Position Summary:**

The Director of Regional Development will build a fundraising network that helps fuel RGS & AWS conservation work across the region and nationally. The director must:

- Identify, cultivate, and steward relationships with donors, companies, and foundations capable of magnifying the RGS & AWS mission.
- Work closely with conservation staff to engage potential and steward existing donors.
- Introduce RGS & AWS to corporations and foundations as a partner that can help meet their goals.
- Provide strategic insight among the national team and executive staff.
- Manage a relationship-based portfolio of approximately 100 active individual, foundation, and corporate giving prospects.
- Effectively communicate with donors, keeping them advised of relevant news and success stories.
- Host events (in-person and virtual) with RGS & AWS staff and other professionals offering presentations that inform and motivate supporters.
- Help lead the annual appeal, planned giving, and various fundraising campaigns.
- Regularly update information in the customer management database regarding donors, corporate partners, and prospects.
- Manage day-to-day operations of regional development program ensuring alignment with organization objectives and achievement of fundraising goals.

### **RGS provides each Director with:**

Competitive compensation; health insurance including medical, dental and vision; retirement options including employer match; a company vehicle or vehicle stipend for business travel; a purchasing card for business and travel expenses; computer and printer; cell phone; office supplies and support will be provided. The salary scale for this role accounts for a range of considerations including skill set, experience, training and certifications as well as business and organizational needs.

Salary \$75,000 – \$110,000.

**To apply:** Please email cover letter and resume combined in a single .pdf file by **Jan. 31, 2025**, to [Careers@ruffedgrousesociety.org](mailto:Careers@ruffedgrousesociety.org) using “Development **Western GL**” as the email subject line.