



SAVANNA INSTITUTE

Laying the groundwork for widespread agroforestry in the Midwest

Job Opening: Director of Development

The Savanna Institute invites applications for a Director of Development. We seek applicants who share our passion for ecological and equitable agriculture as a nature-based climate solution and who are motivated to widen the circle of who has the opportunity to inform, support, and benefit from its development. To that end, we are seeking a diversity of voices at the table and strongly encourage women, people of color, LGBT individuals, people with disabilities, members of ethnic minorities, foreign-born residents, and veterans to apply.

Posted

May 17, 2021

Organization Description

The Savanna Institute is a 501(c)(3) non-profit organization based in Madison, Wisconsin and Urbana, Illinois. Established in 2013, we work in collaboration with farmers, scientists, and other stakeholders to develop perennial food and fodder crops within multifunctional systems grounded in ecology and inspired by the savanna biome. Our work aims to lay the groundwork for widespread agroforestry in the Midwest US via strategic research and education. For more information, please visit savannainstitute.org.

How To Apply

Submit a resume/CV and cover letter through the link on www.savannainstitute.org/jobs

Deadline

All applications must be received by **11:59pm CT on June 30**

Questions? Email Brandi Brandes, Administrative Director, brandi@savannainstitute.org.

Diversity Commitment

The Savanna Institute affirms the value of diversity of staff and stakeholders, and aims to foster inclusive environments. We seek individuals who are committed to these goals.

Equal Employment Opportunity

Equal Opportunity is and shall be provided for all employees and applicants for employment on the basis of their demonstrated ability and competence without unlawful discrimination on the basis of their race, color, national origin, ancestry, religion, sex, pregnancy, sexual orientation, gender identity, gender expression, age, disability, veteran status, or any other status protected by applicable state or federal law.



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Position Opening – Director of Development

This position will lead the Savanna Institute's fundraising efforts to help scale up agroforestry in the Midwest. This position will work closely with the Co-Executive Directors, the Associate Director, and the Communications Team. Enhancing our development is integral to building the organization and realizing our vision for a multifunctional agriculture based on agroforestry systems of integrated trees, crops, and livestock and fostering ecological resilience, water quality, soil health, and vibrant rural communities.

Key activities of this position include:

- 1) Leading a \$12.5 million capital campaign
 - a) Manage three-year capital campaign, including prospect identification, cultivation, solicitation, and stewardship
 - b) Act as primary contact for the campaign committee, coordinating meetings, material, and stewardship
 - c) Create campaign-related material
 - d) Plan campaign-connected events as needed
 - e) Plan and direct all capital campaign donor acknowledgements and stewardship
 - f) Coordinate outreach and communication to local community on behalf of capital campaign
- 2) Plan, manage, implement, and evaluate all aspects of annual fundraising campaign
 - a) Develop annual campaign strategy, focusing on online giving
 - b) Develop and produce materials for the annual giving campaign
 - c) Plan and execute all annual giving solicitations
 - d) Use the annual giving campaign to develop a pipeline of prospects for major gifts
 - e) Plan and direct all annual giving donor acknowledgement, including written, phone, and in-person stewardship
- 3) Plan and manage fundraising events
 - a) Plan, implement, and direct development events in order to meet fundraising and donor cultivation goals
 - b) Develop all event-related materials and promotion
 - c) Plan and direct all event-related acknowledgments and stewardship
 - d) Identify new prospective donors through event participation
- 4) Develop and write private grants
 - a) Cultivate, solicit and steward private foundation grants in collaboration with other staff
 - b) Prepare and submit grant applications to private foundations
 - c) Research new prospective private foundation donors to identify and prioritize opportunities



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Job Description

Hours: Full-time

Start Date: As soon as possible

Location: Madison, WI, Spring Green, WI or nearby

Salary: Competitive; commensurate with experience

- This position is eligible for the Institute's benefits package.
- This is a new position that will be part of the Institute's Executive Team and report to the Co-Executive Directors.

Required Qualifications:

- Minimum of 5 years of experience in nonprofit, foundation, or association fundraising
- Commitment to ecological agriculture and/or addressing climate change
- Professional network within sustainable agriculture, climate, or other related domains
- Knowledge of techniques and best practices for annual giving campaigns (including social media strategies and email solicitations for online fundraising)
- Demonstrated experience with grant writing
- Strong interpersonal skills including maturity, tactfulness, good judgement, and ability to handle confidential information with discretion
- Bachelors degree
- Strong communication skills and effective presentation skills
- Willingness and ability to travel (not more than 10% of time)
- Commitment to working in a collaborative environment

Ideal candidates will have:

- 5-7 years of experience in non-profit fundraising
- Demonstrated experience managing capital campaigns, annual giving, and major giving
- Demonstrated success with grant writing
- Experience with planned giving
- Experience with Salesforce
- Experience building and staffing a development team