



DEVELOPMENT DIRECTOR

The Development Director (DD) will support building and executing the ROA's development plan in conjunction with the Executive Director and other key team members. This is a new role and key position for creating the internal systems and infrastructure to grow and sustain fundraising for the ROA over the long term. The DD will spearhead and oversee development efforts as the ROA continues its expansive growth trajectory. The DD will be joining a team focused on growing the organization's budget to \$2-4MM over the next 1-2 years from the current base of \$1.2M of which 60% comes from contributed revenue and 40% from earned revenue. The primary responsibility is to oversee the raising of as much as \$1.5M annually in the next two years up from a current base of \$750-800K annually in contributed revenue from individual, corporate, and foundation funders. The main emphasis is to grow the corporate and foundation support as well as the high-level individual fundraising program.

The Regenerative Organic Alliance (ROA) is a young, nonprofit organization ripe for ambitious, self-motivated, and passionate team members. Our staff share a passion for regenerative organic agriculture, and we strive to revolutionize our agricultural systems through better farming. The ROA is a global standard-setting body for Regenerative Organic Certified® and located in the USA.

Qualifications:

- BA/BS degree
- 5-7 years' experience in development with proven track record
- Ability to work and thrive in a remote-first, rapidly evolving, and fast-paced environment
- Strong organizational capabilities, excellent attention to detail and consistent follow-through
- Outstanding written, verbal, and virtual communication skills
- Experienced and skilled at working in databases, Google Drive, Asana or other similar platforms, Mailchimp, and specifically with DonorPerfect
- Demonstrated ability to use Microsoft Office Suite and Adobe effectively
- Comfortable using a computer for multiple hours at a time

- Understanding of the landscape of and marketplace for organic and regenerative food, textiles, and body care products

Essential Duties & Responsibilities

- Developing and managing a small portfolio of top 25-50 individual, corporate, and foundation donors
- Executing and overseeing a strategy for a large, sustained base of annual donors ensuring that efforts are integrated with the ROA's strategic goals and annual fundraising goals
- Collaborating with Senior Communications Manager in preparing impact reports, stewardship/gratitude pieces, and other external facing documents
- Preparation of donor proposals and various types of donor-centered correspondence
- Develop and support Board fundraising capacity, including working directly with the Development Committee of the Board
- Identify, cultivate, solicit, and steward prospective donors with the focus on raising major gifts from individuals, and foundations
- Lead the management, cultivation, and stewardship of the ROA's corporate impact partnerships through our Allies Program
- Manage the use of DonorPerfect and staff responsible for data entry and gift processing
- Develop and maintain ongoing relationships with major donors
- Developing the systems and infrastructure for tracking proposals and running reports for all individual, foundation, and corporate fundraising
- Craft and submit letters of inquiry and grant proposals for new sources of foundation and government support
- Partner with ED, key board members, and other stakeholders to tee up and prepare for donor facing activities
- Steward active grants through submission of grant reports and renewal proposals for active funders.

To apply for this role, please submit a cover letter and curriculum vitae or resume to haley@regenorganic.org. Please include in your cover letter why you believe the work of the ROA is important and include examples of your track record of fundraising.

This is an exempt position, working 100% remote. Salary starts at \$90,000 with full benefits package including generous vacation and holiday schedule; health, vision, and dental care; 401(k) plan, and the potential for flexible work schedule.

The Regenerative Organic Alliance is an equal opportunity employer.