EcoForesters
Forestry. Conservation. Education.

Offices: 38 Old Charlotte Hwy. Asheville NC 28803 | 569 Mill St. Sylva NC 28779 | (828)484-6842
Mail: PO Box 16007 Asheville NC 28816 | www.ecoforesters.org | info@ecoforesters.org

Position Title: Development Director

Work Location: Asheville, NC (Hybrid)

Salary: $60,000-65,000, commensurate with experience.

Mission Statement: EcoForesters is a nonprofit professional forestry organization dedicated to conserving and restoring our Appalachian forests through stewardship and education.

Purpose of Position: EcoForesters seeks a dynamic Development Director to lead our fundraising efforts. As a key member of our leadership team, the Development Director will be responsible for creating and implementing a year-round fundraising strategy to ensure sustainability and support organizational growth. This position reports to the Executive Director and manages one position, the Communications & Development Manager. The ideal candidate should have general knowledge of fundraising best practices—including fundraising ethics and IRS requirements—as well as some professional experience with at least two of the following areas: major gifts fundraising, grant writing, multi-channel appeals, corporate partnerships, and legacy giving. Experience across all these areas is a definite plus.

The position will manage its own portfolio of donors so candidates should be outgoing self-starters who possess strong communications skills and donor stewardship/retention skills. Knowledge of Salesforce or experience using a complex CRM for tracking and reporting is a plus.

The Development Director will be expected to work directly with EcoForesters' Board of Directors, as well as other leadership staff to communicate and execute fundraising strategies to internal and external stakeholders. In addition, the Development Director will support Communications staff by helping to craft messaging that is in line with EcoForesters' mission, goals, and fundraising objectives. Candidates should feel comfortable in a collaborative, mission-driven environment with a small team where they are not only creating strategies but also implementing them.

Day to Day Activities:

- Work with the Executive Director to communicate and implement fundraising strategies; including assisting ED with Donor Stewardship strategy.
- Gift entry in CRM (Salesforce) and acknowledgment of all gifts.
- Prospect research and pipeline updates (individual, grant, and corporate sources).
- Work with Office Manager and Communications & Development Manager to track grant-funded program progress and spending.
- Create Development Reports for the Leadership Team and Board of Directors.
- Create agenda and lead team meetings.
- Work with Stewardship and Forestry Teams to identify prospective major gift donors.
- Assist Development Board Committee members, as needed.

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Qualifications:

- Minimum of 3 years of nonprofit fundraising experience demonstrating progressive responsibility
- Strong interpersonal and communication skills; comfortable engaging with a variety of stakeholders: community members, donors, and board members
- Highly organized, with the ability to manage multiple priorities and deadlines
- Proficiency in donor management software and Microsoft Office/Google Workspace

Preferences:

- Experience in small-shop fundraising or community-based organizations
- Experience in Salesforce
- Degree in public relations, marketing, or communications
- Familiarity with the greater Asheville/Western North Carolina community
- Passion for environmental conservation

*We know that no candidate is a 100% match for all requirements. If your skills look a little different from what we have listed, please apply and tell us how you can bring value to our team.

How to Apply: Please submit a resume and cover letter detailing your accomplishments and interest in EcoForesters to Lang Hornthal, lang@ecoforesteres.org. Applications will be reviewed on a rolling basis until the position is filled.