

Regional Development Director

Position Description

Big Green is a national nonprofit dedicated to building a nationwide network of learning garden programs to ensure all kids have a healthier future. We believe that real food has the power to improve the health and well-being of every person and create a more sustainable future. We're searching for a Development Director to provide on-the-ground leadership and management as we build connections, fundraise to install 100+ Learning Gardens in Indianapolis.

The ideal candidate is a social entrepreneur, able to exceed fundraising targets and someone who has deep connections with local education, nonprofit, community and philanthropic leaders. This person will roll-up their sleeves to lead the region, acting as the primary contact for both internal and external stakeholders.

Development

- Oversee creation and implementation of \$1 MM regional fundraising plan; collaborate with National Development Team to meet fundraising goals for annual regional budget and support successful completion of annual organizational fundraising goals
- Build and maintain effective relationships with individual donors, corporate partners, and foundation staff
- Conduct successful fundraising events for the region to expand the organization's impact
- Guide and lead efforts to recruit and manage a Regional Advisory Board
- Create a strong and thoughtful donor retention plan

Regional Team Management

- Develop and manage annual budgets
- Oversee the organization and implementation of the Program and Project Management plans in region
- Provide leadership and be a resource for intra-regional teams
- Communicate general organization and regional goals to team
- Communicate and work collaboratively with the National Development, Program, and Project Management teams around functional and organizational guidelines and goals
- Ensure timely information and reporting between the region and the National Office
- Advise and guide regional team on district relationships and strategic program partners



Abilities:

- You have experience in working collaboratively, and independently, to build a strong fundraising pipeline.
- You're able to execute work in a highly organized, analytical and data-informed manner
- You can think creatively to strategize, develop and launch local giving campaign
- You're highly motivated by our work and authentically represent this mission externally
- Demonstrate a sincere passion for enriching the lives of high need students and communities and embody Big Green's mission, core values and approach
- You're energized by working amid ambiguity and will bring a patient and solutions-oriented outlook to your work. You are a dedicated leader who is strategic and dynamic, with a track record of establishing meaningful and trusting relationships with colleagues and stakeholders.
- You're able to bring an understanding of how to partner with underserved schools
- You're able to establish deep relationships with internal and external stakeholders to open doors, make connections and generate revenue and support for Big Green
- You're able to position Big Green as a key partner committed to the local community
- You're able to identify and build strong relationships with a diverse array of non-profit, government, community, private sector and high net-worth stakeholders
- You're able to serve as an effective communicator, natural connector and subsequently leverage experience of successfully increasing revenue and cultivating donors and community support

Qualifications

- Passion and enthusiasm for Big Green's mission
- Bachelor's degree from accredited four-year college or university. Master's degree preferred
- Proven ability to raise at least \$1MM annually
- Five years of business development experience with demonstrated track record of success
- Intimate familiarity with and experience in the political and cultural landscape of Indianapolis metropolitan area
- Preferred knowledge of Indianapolis school districts and related education systems
- Proven management and leadership capabilities
- Experience working with senior level executives in a nonprofit or corporate environment
- High energy, positive attitude, flexibility, teamwork, and attention to detail; high degree of initiative





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- Strong oral and written communication, including public speaking; demonstrated ability to write clearly and persuasively
- Demonstrated ability to work with diverse populations including youth and adults
- Superb interpersonal skills, professional demeanor, flexible and team-oriented
- Demonstrated ability to think strategically and thoroughly understand strategic development
- Strong partnership-building and event management skills
- Ability and willingness to travel
- Proficient knowledge of Microsoft Office Suite; knowledge of Salesforce or CRM a plus

Job Type: Full-time

To apply please send your cover letter, resume and salary requirements to careers@biggreen.org and indicate "Regional Development Director, Indianapolis" in the subject line.

