



Position Description

Job Title: Development Director
Department: Executive Team
Reports To: Executive Director

Position Summary

The Southern Nevada Conservancy (SNC) is seeking a Development Director with high-dollar fundraising experience and the ability to positively connect with major donors and supporters on behalf of SNC in the Las Vegas region and beyond. SNC is looking for a leader to inspire the team to achieve success through sustainable and impactful fundraising techniques.

SNC operates a complex organization with a \$3 million-dollar annual budget and over fifty staff members. The organization provides opportunities to discover, understand, and enjoy your public lands. SNC is a partner that supports the U.S. Bureau of Land Management, U.S. Fish and Wildlife Service, and the U.S. Forest Service. Originally established in 1988 as the Red Rock Canyon Interpretive Association, SNC provides interpretive and educational programs, and develops related projects to enhance the visitor experience on federal public lands. This includes Red Rock Canyon National Conservation Area, California Trail Interpretive Center, Spring Mountains National Recreation Area, and the Desert National Wildlife Refuge. For additional information, please visit our website at [Southernnevadaconservancy.org](https://southernnevadaconservancy.org).

Job Description

Duties and Responsibilities

- Building and maintaining donor relationships
- Creating a positive, respectful reputation for the organization
- Facilitating strategy meetings with fundraising staff. Embedding with all SNC departments to be able share the stories, needs, and vision of SNC
- Finding potential donors from public and private sectors including foundation, corporate and individual supporters
- Managing relationships with the organization's financial partners
- Preparing and presenting reports on fundraising activities to senior management and Board of Directors
- Serving as grants administrator, writing grant proposals and acknowledgments for grants received. Ensuring compliance by the organization of terms stipulated in the grant award.
- Managing, evaluating, and engaging SNC members and fulfilling member benefits



- Ability to work closely with the Communications Director, Executive Director, and SNC Board of Directors

Job Requirements

- Bachelor's degree in nonprofit administration, business administration or a similar field, or equivalent experience
- Excellent communications and interpersonal skills
- Successful experience securing donor support over \$200,000
- Business development or sales experience
- Demonstrated understanding of current best practices in fundraising
- Proficiency with Microsoft Office applications, donor management systems like Little Green Light, Mail Chimp, and social media platforms
- Experience with fundraising metrics and developing key performance indicators
- Valid driver's license and ability to travel as required

Salary

\$75,000 annually with benefits

Diversity, Equity, Inclusion Statement

Southern Nevada Conservancy (SNC) recognizes that public lands belong to all, and we are proud to be an Equal Opportunity Employer. SNC is committed to providing a workplace where a diverse mix of talented people are able to shine and support the broad scope of work we perform to help all members of the public to discover, understand, and enjoy our public lands. All qualified applicants will receive consideration for employment without regard to race, color, religion, creed, sex (including pregnancy), gender (including gender identity or expression, sexual orientation, marital status), national origin, ancestry, genetics, physical or mental disability, age, veteran status, or any other characteristic protected under applicable federal, state, or local law.

To apply, please send a resume and cover letter to recruitment@sncconservancy.org.