

The Nature Conservancy

POSITION PROFILE

Associate Director of Philanthropy, Rhode Island Program

The Nature Conservancy is the leading conservation organization working to make a positive impact around the world in more than 60 countries, all 50 United States, and your backyard. Founded in 1951, the mission of The Nature Conservancy is to conserve the lands and waters on which all life depends. One of our core values is our commitment to diversity therefore we are committed to a globally diverse and culturally competent workforce. Visit www.nature.org/aboutus to learn more.

Become a force for nature and a healthy planet by joining the Rhode Island team. The work of this position will help to protect freshwater sources for people and nature, to preserve critical habitat, and to buffer Rhode Island's coastal communities. This position works as a key part of the development team to create, implement and coordinate effective multi-year strategies and plans for gifts from prospects, including corporate, foundation, and individual donors.

This position will support the Director of Philanthropy by building authentic relationships with The Nature Conservancy, Rhode Island prospects and donors. Through visits and moves the Associate Director of Philanthropy will create a trust based relationship with the donor and gain knowledge of the donor's passion and interests and finding the alignment with programs and priorities that align with the donor's interests. This alignment leads to 5 and 6 figure gifts that realize the donor's interest in having a positive impact on nature in Rhode Island and beyond.

The ideal candidate will have a background and track record that includes:

Minimum Qualifications	Preferred Qualifications
<ul style="list-style-type: none">• Bachelor's degree and 5 years related experience or an equivalent combination.• Experience building and maintaining long-term relationships with fundraising constituents.• Experience in asking for and closing gifts of \$25,000 or more.• Experience in managing and tracking multiple prospects and donors.• Experience working with cross-functional teams.• Experience, coursework, or other training in fundraising principles and practices.	<ul style="list-style-type: none">• Ability to determine an individual's interests, capacity and potential for helping the Conservancy meet its goals, and act appropriately to tie those interests with the Conservancy's work.• Ability to educate and inform prospective and existing donors about appropriate giving vehicles.• Ability to create, implement and manage fundraising plans, including individualized cultivation, solicitation and recognition plans• Multi-cultural and cross cultural and multilingual experience appreciated

Since its founding in 1951, The Nature Conservancy has protected more than 119 million acres of land and 5,000 miles of rivers worldwide. With the support of more than one million members, the Conservancy addresses the most pressing threats to our natural world. Through important and strategic partnerships, we are expanding the impact of our work, finding creative ways to fund that bigger vision and building long-term relationships with communities, government agencies and commercial businesses in order to conserve natural resources at a new scale.

If you have a personal passion for conserving and protecting the natural world with a belief in the mission, principles, and values of The Nature Conservancy's approach to conservation, and want to receive great benefits, then please visit <http://www.nature.org/careers> to learn more. Submit your cover letter and resume for position number 44795 by 11:59 pm ET on **November 23, 2016**. Please note that the position will be located in Providence, RI.

The Nature Conservancy is an Equal Opportunity Employer