

Application Deadline: Position Open Until Filled

Job Title: Campaign & Advancement Director

Location: Portland, OR

Position Type: Full-time

Expected Start Date: Summer 2022

Who we are: The Freshwater Trust (TFT) is a non-profit leader in watershed analysis, restoration/ conservation program design, and implementation. Our team members are building tools and creating and testing new solutions that will help to create resiliency in our rivers. With a mission of preserving and restoring freshwater ecosystems, our approach is driven by science, data, and results (see our [Core Values](#)). With headquarters in Portland, OR, TFT employs 45+ team members with three physical offices in Portland, Ashland, OR and Sacramento, CA. Our team members range in background and skillset; teams include philanthropy and fundraising, communications, science and analytics, restoration, legal, finance, and administrative and systems support.

To secure the resiliency of life on the planet, we need to act more strategically and more urgently when it comes to restoring and conserving our freshwater resources. However, our sector has long been mired in bureaucracy, inefficiency, and antiquated methods, and our rivers, economies, and communities are consequently at risk. TFT's current capital campaign aims to demonstrate a new path forward that puts precision analytics, coordinated action, and rapid funding for outcomes at the heart of all restoration and conservation. It will incentivize stakeholders to implement the highest impact, lowest cost projects. It will maximize conservation dollars and catapult basins to a place of long-term resiliency: protecting our health, communities, and economy along the way.

Position Description: Reporting to the Senior Director of Advancement, you will hold a leadership role at the organization and manage a \$25M capital campaign, as well as manage several staff in support of growing overall philanthropic support to the organization year-after-year. Your role in this campaign will be to drive all aspects of capital fundraising, including working with staff and volunteer fundraisers to execute and adapt the campaign plan, directing the tracking and generation of fundraising data and adaptive planning, and managing towards/reporting on discrete quarterly goals. You will establish solicitation priorities for yourself and your team, refine campaign collaterals and tactics, direct prospect list management, develop and support cultivation plans and solicitation strategies, and provide key strategic and tactical fundraising support to staff, executives, and board members.

Position Responsibilities:

- Provide primary campaign organizational support and tracking, working directly with our VP of Initiatives, President/CEO, Campaign Cabinet and Board of Directors to meet our fundraising goal by the end of 2023
- Oversee fundraising operating plan, timeline, and achievement of clearly defined benchmarks and goals
- Monitor campaign progress on a regular basis, making adjustments as necessary to attain goal and ensure that volunteers receive up-to-date reports on a timely basis
- Execute targeted cultivation plans and solicitation strategies for a range of prospects
- Provide support to Board and Campaign Cabinet to keep them engaged and involved in campaign prospecting and solicitation
- Strategize and prepare team for donor and prospect meetings
- Collaborate with TFT staff to develop and refine campaign print, web, and social media communication materials

- Work closely with the Advancement team and others to manage relevant donor information and ensure its accuracy in the database
- Manage and improve tracking systems to support scheduling and follow up with donors and donor prospects
- Direct donor research, donor acknowledgement, stewardship and public recognition
- Manages prospect lists, assists with the execution of targeted cultivation plans and solicitation strategies for prospects
- Oversee and mentor two frontline fundraisers in support of the annual fund and the campaign, helping them to identify principal level prospects and joining them in solicitations as appropriate

Desired Skills and Qualifications:

- 10+ years of professional experience in fundraising with a track record of success, including individual giving and/or major gifts, and the tracking/monitoring of pledged support
- Previous capital campaign experience
- Demonstrated success in managing complex projects, establishing solicitation strategies and priorities
- Experience in scheduling and staffing solicitation calls and supporting follow-up and stewardship
- Excellent interpersonal, analytical and organizational skills, capable of working effectively with colleagues, board members, consultants and donors/prospects
- Experience managing fundraising budgets
- Capacity to proactively juggle multiple tasks and competing priorities within a high energy environment.
- Dynamic and highly self-motivated with a strong passion for TFT's mission and vision
- Effective communication skills and ability to learn and use new systems and concepts
- Committed to building and sustaining donor-centric relationships
- Salesforces experience preferred

Seeking Perseverant, Creative and Energetic Candidates Who:

- Demonstrate the ability to maintain strict confidentiality and adhere to high ethical and professional standards
- Exhibit professionalism, confidence, intellectual curiosity and resilience
- Are fully vaccinated against COVID-19
- Hold legal authority to work permanently in the US

Compensation:

- Competitive salary based on experience.
- The Freshwater Trust believes in investing in our employees, their health, and future through our benefits offerings. Our total rewards package includes full health and dental coverage, automatic retirement employer contributions, commuter benefits and cell phone reimbursement. Because we are all in, we value getting out, and support our staff with 5 weeks of paid time off plus over 10 paid holidays per year. We also offer perks such as staff retreats, sabbatical for full-time staff after seven years, and professional development opportunities.

Application Instructions:

Supply the following three items in a single PDF: cover letter; resume; and 3 references [here](#).

Interested candidates from historically underrepresented communities are strongly encouraged to apply. The Freshwater Trust is an equal opportunity employer and does not discriminate in its selection of candidates for employment on the basis of race, color, national origin, religion, sex or sexual orientation, marital status, disability, age, military service, family medical history, legal source of income, gender identity, political affiliation, or family leave obligations. ADA accommodations will be provided upon request.