



**LOCAL ACTION. ENDURING IMPACT.**

Conservation Legacy is a national organization dedicated to supporting locally based conservation service programs. We operate and support programs that provide service and work opportunities for a diverse group of individuals to complete important conservation and community projects for the public benefit.

Conservation Legacy is one of the largest nonprofit conservation corps program in the country and is now in its 20th year of engaging individuals to complete important conservation projects throughout the nation by providing structured, safe and challenging work and educational opportunities.

Last year, our dedicated staff and participants surpassed the 1,000,000 service hour mark. We placed 2,100 people in positions serving their communities and the environment across the United States, in 48 states and territories in total. Our programs continue to evolve and grow to meet the need of local communities, partners and individuals.

**OUR FOCUS**

**Fostering conservation service in support of communities and ecosystems.**

Conservation Legacy operates a national cadre of corps and service programs that:

**Engage Young Americans in Service.** Conservation Legacy provides service, training, education and employment opportunities for community members, including low income and disadvantaged youth and veterans. Each of its programs targets a diversity of participants, reflective of their community, to engage as participants.

**Conserve, protect, & promote each community's greatest gifts.** Conservation Legacy maintains, restores and enhances public and tribal lands and waters as well as natural, cultural, and historical resources and treasures that meet locally identified needs.

**Build America's future.** Conservation Legacy helps develop a generation of skilled workers, educated and active citizens, future leaders, and stewards of natural and cultural resources and communities.

**WHY WORK WITH US?**

**Conservation Legacy has a strong culture of supporting and developing employees complimented by a set of values that drive organizational focus, growth and development.**

**OUR VALUES**

**Challenge:** Adversity is best faced through hard work and collaboration. Challenge is opportunity for growth.

**Integrity:** We walk our talk; as an organization and as individuals we commit to standing by our mission with action and intent.

**Stewardship:** Our programs foster responsibility and leadership for environment and community.

**Community:** We represent diversity, inclusiveness and other-centeredness joined in a shared vision and commitment to action.

**Dedication:** The tradition of the Civilian Conservation Corps inspires us to provide impactful experiences for our members, staff, partners and communities.

**Conservation Legacy offers a robust employee benefits package that includes generous paid time off, medical, dental vision, life, retirement, wellness and paid time to serve.**

## THE OPPORTUNITY:

### **Conservation Legacy seeks a results-oriented Director of Foundation and Corporate Partnerships to lead a comprehensive fundraising program from our central office in Durango, CO.**

The Director of Foundation and Corporate Support identifies potential funders, determines engagement strategies, develops funder relationships and submits funding requests with a major focus on private, corporate, and family foundations. The Director works closely with program leads to create, refine, and submit letters of intent, proposals, and reports. This is a new position for Conservation Legacy and an excellent opportunity for a person who has an entrepreneurial spirit and track record of growing a development program. This position reports to the Chief External Affairs Officer.

This position is based in Durango, CO. Durango is proud of its diverse culture with a broad spectrum of lifestyle and offers a mixture of frontier spirit, natural beauty and friendly folks. The area boasts some of the most beautiful land in the nation and has significant resources including strong schools, recreation facilities, a vibrant downtown and an engaging community.

#### **SPECIFIC RESPONSIBILITIES INCLUDE:**

- Develop and implement an annual fundraising plan, including opportunities that benefit both the central office and programs in different regions
- Lead the conducting of proactive research to identify potential grant funding sources from private, corporate, and family foundation.
- Work in partnership with the Chief External Affairs Officer, CEO, Directors and members of the Board for identification, cultivation and solicitation of support from foundations and corporations.
- With the Chief External Affairs Officer, create and manage a portfolio of current and potential foundation and corporate donors, steward current relationships, and identify and approach new and lapsed prospects for cultivation and solicitation.
- Collaborate with program and finance staff to obtain, coordinate, and verify the accuracy of information needed for written fundraising collateral.
- Understand the elements of Conservation Legacy programs and ensure fund development opportunities align with current strategic and program goals and needs.
- Develop and lead funding correspondence both independently and in collaboration with program, finance, and the development team.
- Attend and present at various meetings with Board of Directors, current and potential funders, staff, and others as needed.
- Develop, edit, and proofread projects in order to ensure that grant proposals and reports are compelling, timely, and effective in securing new commitments and renewals.
- Work with executive and program staff to establish priorities, assist in evaluating program effectiveness, and track projects and deadlines that depend on the participation of multiple stakeholders.
- Willing to locate and work from Durango, CO.

## THE CANDIDATE:

### **The successful candidate will be results-oriented and committed to inspiring new partners to join Conservation Legacy's efforts to accomplish critical conservation projects. The ideal candidate will thrive on identifying, cultivating, and securing gifts from new donors.**

They will enjoy introducing Conservation Legacy's work to foundations and companies that have not been previously involved, be effective at explaining what makes our organization unique and worthy of investment and be creative at laying out pathways for collaboration that result in revenue-generating, long-term partnerships. The Director will bring a strong command of fundraising best practices, fundraising tools, and enthusiasm for raising money.

#### **BACKGROUND:**

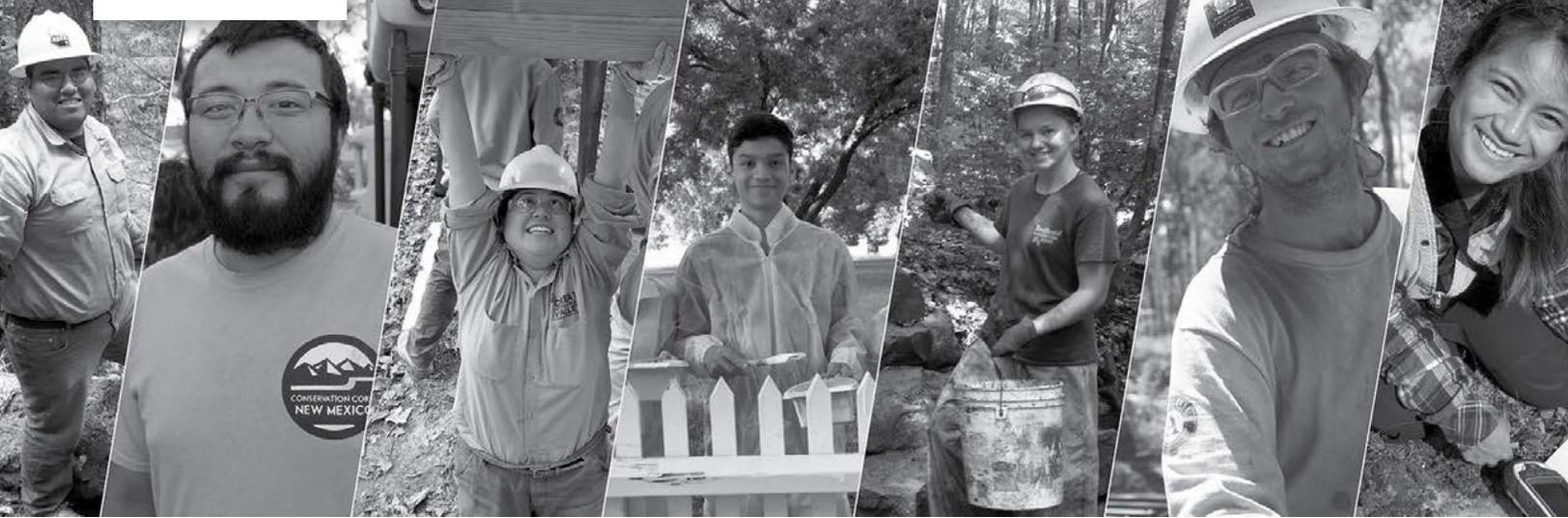
- At least 8 years fundraising experience and a proven track record, with a focus on corporate donor cultivation and acquisition.
- Interest in building an organization with a critical mission and a genuine desire to empower organizations engaging individuals to complete important conservation projects throughout the nation by providing structured, safe and challenging work and educational opportunities.
- Bachelor's degree is required.

#### **FUNDRAISING SKILLS AND ACCOMPLISHMENTS:**

- Track record of successfully building a foundation and corporate donor pipeline and fostering engagement.
- Experience developing strategies to diversify a donor base and increase annual revenue.
- Proven ability to fundraise for programmatic work, with a record of receiving foundations and corporate gifts.
- Ability to creatively identify shared interests and shape partnerships in a way that benefit both the interests of the corporate investor and the non-profit organization.
- Strong oral and written communication skills, with a proven ability to excite and inspire potential partners for a cause; proposal writing skills are essential.
- Demonstrated ability to identify, initiate and strengthen revenue-generating relationships with foundation and corporate partners with conservation and/or youth educations and empowerment.
- Experience with Microsoft products and mainstream fundraising software
- Demonstrated excellence in written and oral communications.
- Must be able to pass the organization's criminal history background check requirements and maintain a valid divers license.

#### **WORK STYLE:**

- Comfort with ambiguity, ability to work autonomously, and willingness to take a creative approach to solving problems.
- Drive to achieve (and exceed) financial goals and objectives and look ahead to strategies to achieve long-term results.
- Comfort working in a fast-paced, goal-oriented and entrepreneurial environment.
- Respect for community-based models of change and commitment to empowering community partners.
- Ability and willingness to travel for meetings and events (anticipated travel is 15%-25% of the time).



**QUESTIONS, RESUMES AND CVs SHOULD BE SENT TO:**

Amy Sovocool, Chief Officer of External Affairs  
amy@conservationlegacy.org

**Open until filled with preference given to applications  
received before September 27th, 2019.**

All first-round interviews for this position will take place  
via telephone/video conference.

Conservation Legacy is an Equal Opportunity Employer  
and is seeking a diverse slate of qualified candidates  
for formal consideration.

Conservation Legacy emphasizes inclusivity in the recruitment and engagement of a diverse team of staff. Conservation Legacy does not discriminate in employment on the basis of race, color, sex, religion, age, national origin, disability, military or marital status, sexual orientation, gender identity or genetic information. People of color, people with disabilities and people of diverse sexual orientations are encouraged to apply. Conservation Legacy is strongly committed to building a staff that is representative of the communities we serve.

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