

Solana Center for Environmental Innovation

Director of Development

As the head of Development, you will make an immediate difference at Solana Center for Environmental Innovation, which is addressing our planet's biggest existential crisis with every program we run. Joining our award-winning team of changemakers, you will be responsible for increasing funding support for our general operations and innovative climate solutions.

Our dedicated team – through outreach, education, and consulting – serves as a critical resource for San Diego County and beyond. We focus on issues and practices surrounding soil, water, and waste, with impact on the region and influence nationwide. Since 1983, our nonprofit has worked with people of all ages and backgrounds to support local sustainability.

Solana Center for Environmental Innovation is at an inflection point. This an excellent opportunity for the right person to be part of taking the organization to the next level as we scale for greater programming impact and more extensive reach. This position will report to the Executive Director, working closely with the Management Team and Board of Directors. We are looking for a seasoned fundraising professional with desire to work toward global environmental sustainability.

Duties and Responsibilities:

Solana Center seeks a results-oriented and creative problem-solver with proven development experience to join our team. The Development Director will lead Solana Center's fundraising strategy, contributing to our financial stability and increasing our brand exposure among donors and grantors who seek impact outcomes.

You will build strong relationships with corporate sponsors, individual donors, foundations, and grant sponsors using outstanding organizational and communications skills. You must be comfortable taking the lead in establishing new processes, while juggling existing programs. We expect a high degree of professionalism and big picture perspective to link fundraising, messaging, and programming.

Staff management responsibility may include Community Engagement, Marketing & Communications, and others depending on the candidate.



Solana Center for Environmental Innovation
137 N El Camino Real
Encinitas, CA 92024
(760) 436-7986
www.solanacenter.org

Key Responsibilities

- Create a planned growth strategy with milestones, working with the Executive Director and Board
- Identify and solicit new individual support while strengthening existing relationships, ultimately growing unrestricted income
- Cultivate and manage corporate sponsorships
- Develop and implement a donor program
- Manage contribution records – corporate, individual, and grants
- Create and manage fundraising campaigns and events
- Drive grant-writing efforts
- Report regularly to Board on fundraising progress and plans

Required Qualifications

- Exceptional written and oral communicator
- Referenceable history of fundraising
- Demonstrated strategic visioning, planning, and implementation of development initiatives
- Comfortable working both independently and in a collaborative environment
- Requisite computer skills: MS Office, Google Docs, donor database systems

Preferred Qualifications

- Passion for the environment
- At least five years of fundraising experience, preferably in environmental nonprofit sector

This position reports to the Executive Director. It may be full-time with benefits or part-time. Salary (starting at \$51,000-\$65,000) and title (Manager or Director) will be determined based on experience. The position is eligible for bonus. Telecommuting and flexible work hours are part of our culture.

Mileage will be reimbursed at the current federal rate for work-related travel. Solana Center for Environmental Innovation is an Equal Opportunity employer.

Please send a cover letter/email and resume to director@solanacenter.org. Writing sample and references may be requested. *To be considered, apply by Monday, November 28, 2022.*



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