

Part-time Development Director

ReThink Energy Florida (REF) is a 501c3 non-profit dedicated to engaging, educating and empowering Floridians to take action and achieving energy independence in a healthier, more sustainable environment through youth education, adult outreach and community organizing. Founded in 2010 as a reaction to the Deepwater Horizon oil spill, ReThink Energy Florida began having regularly paid staff in 2017.

Over the last ten years, REF has grown into an accomplished, statewide organization that is well respected across Florida. Some of our highlights include:

- Founding the Tallahassee 100% Together Coalition, which successfully pushed to pass and now implement a 100% renewable energy goal for the city of Tallahassee.
- Founding the Floridians Against Fracking Coalition, which successfully mobilized the grassroots to defeat several pro-industry bills, introduce bi-partisan fracking bans, and move renewable energy bills.
- Hosting six Reclaiming Florida's Future for All education and advocacy days at Florida's Capitol.
- Hosting 17 Tidal Town Halls across the state of Florida in 2018.
- Hosting Miami Climate Month and Jacksonville Climate Month, which has turned into Florida Climate Voices, a coalition dedicated to connecting organizations and amplifying climate efforts and voices in the state of Florida.
- Hosting an exceptional youth education program, primarily in Tallahassee, which consists of an Energy Camp that will celebrate its 10 year anniversary in 2021, a Young Environmental Leaders program, a ReThink Science Outreach Program, and, when possible, a Regional Energy Whiz Expo.
- Hosting a premier intern program which typically has 15-18 interns working on the programs of the organization. REF has had over 200 interns go successfully through its intern program since 2014.

The Development Director is a new position to ReThink Energy Florida, with the intention of moving the organization to a new level of fiscal sustainability. This position will be a part of the senior leadership team and will help to guide the vision of the organization. This staff member manages all major gifts functions, including planned giving, donor engagement, fundraising campaigns, and fundraising event coordination. The Development Director supervises the Development Associate Director, a senior intern position, and other interns or volunteers supporting philanthropic programming. Along with the Executive Director, the Development Director supports the Board of Directors by staffing the Fundraising Committee. The Development Director will also work closely with the Communications team, as well as all staff as needed.

Development Director Job Responsibilities:

Reporting to the Executive Director, you will be responsible for building a comprehensive fundraising and engagement program. You will be responsible for performing the following duties:

- Direct and manage a comprehensive annual fundraising program including new donor development, renewals and stewardship.

- Identify, cultivate, manage, solicit, and steward individual major donor prospects in collaboration with the Executive Director.
- Plan and implement donor cultivation and prospecting events including donor events (when safe), our annual Energy Ball, and donor letter requests, and more.
- Build, maintain, and nurture long-term relationships with individual, corporate and foundation donors.
- Manage annual grant calendar and prepare grant proposals to secure from foundations.
- Develop direct mail strategies to secure annual donations from current, lapsed, and non-donors.
- Network and maintain regular correspondence with donors.
- Participate in budgeting and long-range planning in collaboration with the Executive Director, Senior Leadership and board of directors.
- Provide leadership to development team.
- Prepare and present regular reports on progress towards fundraising goals.
- Manage grant writing and identification of new grant opportunities.

The Development Director is a 20 hour per week position. While REF has an office in Tallahassee, during COVID, the position is remote, and has the option of remaining remote as the pandemic ends. If the successful candidate remains remote, a location based in Florida is strongly preferred. Some travel (15%) when safe, and some nights and weekends may be required.

The salary will be \$25-\$30,000, with quarterly reviews and an annual review for salary increase. Paid sick leave, holidays, and time off included.

Development Director Qualifications/Skills:

- Proven understanding of basic fundraising principles and development best practices
- Strong prospect identification and qualification skills
- Excellent writing, editing, and proofreading ability
- Strong interpersonal, verbal communication, and presentation skills
- Excellent organizational and management skills, including a demonstrated ability to efficiently plan, organize, budget, and manage projects and events with limited direct supervision.
- Team player with a strong work ethic and must lead by example with high regard to professionalism, integrity, and working with a sense of urgency.
- Preferred understanding of environmental issues and concerns
- Strong ability to build relationships with both new and existing donors.
- Excellent knowledge of MS Office and Google Drive/Docs/Spreadsheets
- Experience with online fundraising, email marketing, and internet research

Education and Experience Requirements:

- Bachelor's degree
- Master's degree preferred
- Minimum five years of fundraising or non-profit experience
- Previous management experience a plus
- Proven track record of meeting fundraising goals and securing major gifts

To apply, please submit your resume along with a cover letter to admin@rethinkenergyflorida.org with subject: Development Director.