



6755 Business Pkwy, Suite 317
Elkridge, MD 21075
(443) 445-0068
www.greentrustalliance.org

BOARD OF DIRECTORS
Richard Herd, Chairman
Dr. Albert Rubin, Secretary
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Rachel Dawson

Director of Development, GreenTrust Alliance

Open Posting

Elkridge, Maryland

GreenTrust Alliance (GTA), a regional conservation organization and land trust focused on long term stewardship of coastal habitats in the Mid-Atlantic, seeks a full-time Director of Development to join our Maryland-based team. GTA is a 501(c)(3) public charity and land trust strongly focused on our mission to expand and accelerate Mid-Atlantic conservation efforts through the use of innovative funding, technical, and land stewardship tools. GTA is an equal opportunity employer, and more information can be found by visiting greentrustalliance.org

The Director of Development is a key member of GreenTrust Alliance's leadership and the chief strategist for all fundraising for the organization's approximately \$3M annual budget. The Director of Development will work closely with the Executive Director and the Board of Directors to ensure the financial stability and growth of the organization. This position is responsible for growing and maintaining our grant work and cooperative agreement with public agency funders, developing realistic targets and strategies for a corporate donor program, committing to annual fundraising goals, and building a long-term vision for the fundraising program. The Director of Development serves as an expert on public grantmaking and partnerships, and , effectively communicates GTA initiatives, accomplishments, and return on investment to donors.

Essential functions include, but are not limited to:

- Establishing effective day-to-day strategy and long-term vision to maximize revenue through the grantwriting and cooperative agreements and partnerships with public agencies.
- Evaluating program performance, utilizing metrics, and best practices including performance timelines to ensure GTA achieves its goals.
- Works with Board, staff, and consultants to understand and support GTA's funding priorities.
- Routinely and regularly organizes RFP response teams and assembles complete and timely proposals.
- Helps Board and staff establish budget projections.



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What We're Looking For:

- Minimum of five years' full time experience in contributing at the leadership level to the successful pursuit of federal, state, and local agency grants and cooperative agreements. Experience with Departments of Interior, Transportation, and/or Defense funding sources and partnerships are highly valued for this position.
- Demonstrated strong management skills, critical thinking, and attention to detail
- Knowledge of conservation and environmental funding trends and evolving priorities.
- Demonstrated team-scale document production and management skills.
- Excellent oral and written communication skills.
- Experience communicating program vision.
- Ability to recognize, nurture, and learn from strengths in co-workers.
- Having flexibility to accomplish job responsibilities in a challenging, deadline-driven environment across remote, field, and multi-partner platforms.

Expression of Interest:

Please respond to this opportunity by contacting kirk@greentrustalliance.org . The most competitive candidates will submit an up-to-date CV, a portfolio or other statement of successful current or completed federal, state, and foundation grant work, along with a description of their role in those efforts, and a writing sample, preferably a prior grant application or engagement letter that speaks to mission-driven and/or project specific grant writing.

GreenTrust Alliance is guided by our mission and bylaws which include a commitment to diversity and a respect for people and communities in our service area. We strive to cultivate an inclusive work environment that thrives because of its diversity.