



Director of Donor Strategy and Engagement June 2023

Are you passionate about preserving biodiversity, protecting endangered species, and restoring ecosystems? Do you have the skills, experience, and network to connect with donors who share our vision and mission? If so, please read on.

At Revive & Restore, we believe that fundraising is more than just asking for money. It's about engaging donors in a meaningful cause and delivering impactful results that they can be proud to support. Revive & Restore is looking for the right individual to work closely with the Executive Team to strategically, and opportunistically, grow our development and fundraising efforts.

Who we are:

At [Revive & Restore](#), we are building the Genetic Rescue Toolkit, a suite of biotechnologies to help solve some of the toughest biodiversity challenges. The projects we initiate and fund are often the first to demonstrate the measurable impact biotechnology can have on wildlife conservation by enhancing genetic diversity, helping to build disease resistance for endangered species, and facilitating adaptation to a changing climate.

We are a lean and agile team of passionate professionals that have raised over \$25M to support catalytic research at partner institutions around the world, including top-tier universities, conservation organizations, and commercial research organizations. Unlike some NGOs that have a separate development team, we work closely together on all aspects of our work. We need someone who can jump right in, start making an impact, and grow a development team as needed.

This is a unique opportunity for someone looking to play a key role in our non-profit and make a positive impact on biodiversity by increasing our funding base to support innovative approaches, technologies, and partnerships. If you are looking to apply your fundraising experience to an urgent mission, this opportunity may be for you.

Who you are:

You are smart, savvy, self-motivated, and an accomplished development professional who has achieved significant results in fundraising by acquiring and refining advanced skills in donor-related research, strategy, and clear communication. Your skill set will provide the strategy and direction that will enable our team to effectively identify, network, and connect with current and prospective donors.

In this leadership role, you will report directly to the Executive Director (ED) to achieve effective donor cultivation, stewardship, and solicitation. The Director of Donor Strategy and Engagement will work to expand Revive & Restore's donor base, with a focus on high-net-worth donors, family foundations, and

the larger more untraditional foundations (e.g. Audacious, Open Philanthropy, Emerson Collective, and venture-backed hybrids.)

Major Responsibilities:

Individuals Donors and Potential Donors:

Based on deep and thorough donor research, create a pipeline of prospects moving through stages to build closer and stronger engagement leading to the financial support of Revive & Restore. Create detailed profiles for prospects and current and prior donors that inform cultivation, solicitation, and stewardship strategies. In conjunction with the ED, develop and implement those strategies based on information gathered through the research process.

Institutions (foundations, government, and corporations):

Utilize sophisticated research methods to identify new potential funders. Match institutional funding priorities to Revive & Restore program areas. Gather relevant information that informs solicitation strategies. In conjunction with the executive team, develop and implement those strategies, adjust strategies as needed over time, and be responsible for results.

Donor Engagement

To more effectively engage current and potential donors, collaborate closely with the Director of Communications, to create, implement and ensure appropriate follow-up on a number of various sizes and styles of outreach events/meetings scheduled over the course of the year. Design the gatherings to align both with donor interests and Revive & Restore program areas including highlighting successes and building interest in and excitement about future program areas. Take advantage of ED presentations with other organizations for donor engagements as well.

Also in conjunction with the Director of Communications, create and distribute broad-based and targeted communications to large and small segments of the Revive & Restore community. These communications will support the progression of building stronger relationships with donors and prospective donors.

Qualifications:

- 5+ years of fundraising experience, including demonstrated experience building and cultivating at least a \$2.0m annual portfolio raising funds from individuals and institutions.
- 3-5 years experience with individual and private foundation donor identification (research) and donor relationship management (strategic recommendations and development).
- Significant experience researching prospective individual and family foundation donors not already connected to the organization.
- Successful grant proposal writing experience (samples and history of grants submitted and granted will be requested if available).
- Knowledge of the Bay Area donor community is highly desirable.
- Prefer experience working in a science-related organization.
- Alignment with the mission of Revive & Restore.

Required Skills:

- Strong organizational skills and exceptional verbal and written communication skills with various audiences (ie, executive leadership, high net-worth individuals, board members, and colleagues)
- Strategic thinker who is able to think outside the box
- Ability to manage expectations and timelines to meet deadlines
- Ability to work independently and collaboratively
- Maintain standards and sensitivity with confidential information
- Cloud-based technology using Google Suite, Salesforce, Dropbox, MS applications, Asana, and Mailchimp (Apple computer environment)
- Ability to pitch in when needed as part of a small, dynamic team
- Interest in conservation or biotechnology is a plus

We Offer:

- A competitive salary and benefits package, including health insurance, retirement plan, and paid time off.
- A flexible and remote-friendly work environment, with occasional travel required.
- A supportive and collaborative team culture, with opportunities for professional development and growth.
- A chance to make a difference in the world by advancing cutting-edge science for conservation.

To Apply:

Email a cover letter (required), resume, and applicable writing materials/samples to Marmee Manack, Director of Operations at marmee@reviverestore.org. Revive & Restore is an equal-opportunity employer. Candidates must be currently authorized to work in the United States.