

LAND TRUST

FOUNDED 1998

Nevada Land Trust (NLT) is seeking an experienced and mission-driven Development Director to join its team!

WHO WE ARE

Nevada Land Trust works to protect the special places and open spaces of Nevada for future generations.

VALUES THAT GUIDE OUR WORK

Passion

We care deeply about Nevada's lands, waters, wildlife, working landscapes, communities, and special places. That commitment brings energy and purpose to the work.

Persistence

Conservation is long-term work. We stay engaged through complexity, changing conditions, and the time it can take to achieve and sustain meaningful conservation outcomes.

Partnership

Conservation happens through relationships. We work collaboratively with landowners, communities, agencies, tribes, funders, conservation organizations, and others, building trust through listening, transparency, and sustained relationships.

OUR PRIORITIES

Conserve Important Lands and Open Spaces

We protect important lands and open spaces across Nevada, using conservation tools to safeguard places with ecological, scenic, cultural, recreational, and community significance.

Protect Water and Strengthen Watershed Resilience

We work to protect water resources and strengthen watershed resilience, connecting land conservation with groundwater protection, healthy watersheds, and the long-term health of Nevada's natural systems.

Steward Healthy and Resilient Landscapes

We steward conserved lands and conservation interests over time, working to sustain and restore healthy, resilient landscapes and ensure that the purposes for which lands were protected endure.

Sustain Working Lands

We work with landowners and partners to keep working lands working, sustain Nevada's agricultural traditions, and protect the ecological, cultural, and community benefits these landscapes provide.

Connect People and Place

We recognize that lasting conservation depends on strong connections between people and place.

WHAT YOU'LL DO

Based in Reno, Nevada, the Development Director is an important part of the team advancing Nevada Land Trust's conservation mission. This position leads the planning and execution of the Land Trust's fundraising and communications efforts, translating organizational priorities into effective strategies and meaningful results.

Reporting to the Executive Director, the Development Director will develop and implement an integrated development and communications strategy that expands philanthropic support, strengthens relationships with donors and members, and elevates the Land Trust's profile throughout the community. In partnership with the Executive Director, Board of Trustees, and staff, the Director will translate organizational priorities into compelling communications, meaningful engagement opportunities, and measurable fundraising outcomes.

The successful candidate will be highly organized, detail-oriented, with exceptional communication skills and the ability to manage multiple priorities and work effectively in a dynamic, collaborative environment.

Key Responsibilities:

- Create, manage, and implement a comprehensive multi-strategy development plan and budget that support annual fundraising goals.
- Manage staff, external vendors, creative partners, and consultants, as needed.
- Identify, cultivate, build, and solidify relationships with new and established donors/funders.
- Grow philanthropic revenue by using data to identify potential donors and move them up the giving ladder, by expanding and soliciting major gifts and by implementing other fundraising initiatives or strategies.
- Manage an active portfolio of major donors and prospects (with support from the Executive Director and Board Members) by creating and implementing personalized cultivation, stewardship plans, and gift requests for each donor within portfolio.
- Manage institutional, foundation, and corporate funders, including prospect research, proposal development, and reporting.
- Act as an external ambassador, speaking in front of individuals and groups articulating the case for support.
- Direct all aspects of donor database management, gift recording, and gift acknowledgement.
- Plan, organize, and execute fundraising and friendraising events.
- Oversee the organization's communications and outreach functions in alignment with fundraising and organizational priorities.
- Guide development of donor-facing communications, fundraising campaigns, membership messaging, and organizational outreach.
- Ensure the website remains current, engaging, and reflective of organizational priorities, working with external consultants as needed.
- Work with staff to translate conservation priorities into compelling funding opportunities.

SKILLS AND EXPERIENCE OF THE SUCCESSFUL CANDIDATE

- Proven ability to help create and achieve goals of a multi-strategy development plan
- Function as a highly collaborative member of the senior leadership team
- Effective and inspirational leader of others, not just an individual contributor
- Well-versed in moves management for major donors, as well as demonstrated ability to move donors up the giving ladder
- Accomplished major gift solicitor, both solo and as part of a team
- Track record of engaging and growing foundation giving
- Experience grant writing or managing a grant writer
- Demonstrated ability to inspire and motivate staff, board, donors, volunteers, and potential partners
- Track record of working collaboratively with CEO/ED, boards, volunteers, and staff to successfully reach goals and produce results
- Experience reporting to a board committee
- Experience building and expanding the fundraising effort
- Experience and demonstrated success with producing a variety of print and online communications media
- Comfortable speaking in front of groups and articulating the case for support
- Excellent speaking and written communication skills
- Compelling storyteller
- Comfort with and possessing strong presentation skills
- Ability to understand programs, tell the story and be a champion
- Passion for NLT's mission
- Ability to thrive in a collaborative, and mission-driven environment
- Be donor-centered and deepen relationships with donors by many methods, including phone calls, visits, attending and speaking at events, and at all development opportunities

SALARY AND BENEFITS

Salary: $80,000-$90,000 with benefits
Hybrid: 35 hours/week & 2 days per week in office

TO APPLY

Interested candidates should send a resume and cover letter to stacey@solidgroundconsulting.com. Please include "NLT Development Director" in the subject line.