



300 E. 39th Street, Ste. 4B
Kansas City, MO 64111
www.cultivatekc.org

June, 2019

Job Opening: Director of Development

Cultivate KC is looking for a dynamic, passionate and skilled person for our Director of Development position! We are an entrepreneurial, creative, and engaged group of people and are inviting applications to join us in our efforts.

Cultivate KC, established in 2005, works to grow the Kansas City metro food system- we work with farmers, we work with local food access for low income people, and we educate the general public about the importance of local and sustainable agriculture. We are passionate about creating a just and sustainable food system for our community and work hard to make that happen.

Responsibilities

This position is responsible for leading a fantastic team focused on raising funds and mobilizing public support for a healthy, local food system. The Director of Development works in collaboration with the Executive Director, the leadership team, the Board of Directors and our staff to accomplish the goals of the organization.

A successful Director of Development ...

- Is passionate about Cultivate KC's mission and how we implement it;
- Has great interpersonal skills, loves networking and building relationships to engage people in our work;
- Is bold in looking for new opportunities as well as meeting existing financial goals;
- Is a strong advocate/ communicator and cares deeply about moving the work forward;
- Is organized and enthusiastic about setting and meeting deadlines, juggling multiple tasks, and making it all come together;
- Leads teams that are effective and that help each person challenge themselves, develop their skills and have fun;
- Happily uses donor management/ engagement systems and knows how to maximize their functionality, and
- Loves raising funds and has a strong history of fundraising success!

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The Director of Development will:

- Work closely with the Executive Director (ED), Director of Finance & Administration, and the Board of Directors to chart the organization's future growth and strategic decisions in response to demand for the organization's programs and services.
- Lead the design and execution of development plans on an annual basis in partnership with the Development and Communications and leadership teams.
- Provide leadership and direction to the upcoming Westport Commons Farm capital campaign, supervising contracted grant writers and charting a forward course for the individual fundraising component of the campaign.
- Identify, cultivate, and deliver significant gifts from a diverse base of supporters (corporations, foundations, individuals, government) working in collaboration with the ED and Board.
- Lead on development and management of our annual Dig In! fundraising event.
- Communicate regularly on progress towards goals and work with the ED, the Director of Finance and Administration, the Development and Communications Team and the Board of Directors to ensure revenue and fundraising targets are met.

Pay & Benefits

This is an exempt, full-time salaried position. Salary is commensurate with experience and competitive with other non-profit organizations. We offer a generous vacation/ PTO package, flexibility in working at the office/ working from home, a health insurance stipend, and an environment that is family-supportive.

Culture

We like helping people grow- literally and metaphorically!- We are committed to diversity and equity and work to create an environment where we can develop and learn together. We welcome your application and the many ways that you may bring unique perspectives, understandings, and experiences to our mission.

Application Process & Timeline

To apply, please send a cover letter to jobs@cultivatekc.org explaining why you are interested in working with Cultivate and what skills/ perspectives/ experiences you bring, a resume, and 3 professional references. We will review applications as they come in and will set up interviews as quickly as we can.