



Hello: 214.740.1616
Click: trinityparkconservancy.org
Visit: 1444 Oak Lawn Ave.
Ste 200 Dallas, TX 75207

Reimagine Our River.

Trinity Park Conservancy: Director of Development

Institutional Overview

Trinity Park Conservancy is a nonprofit dedicated to the stewardship of Dallas' largest public green space, the 10,000 acres of the Trinity River. Believing that the Trinity is the natural gathering place for all Dallas residents, the Conservancy is committed to bringing people together to share their ideas, learn more about the possibilities and habitat of the area, and to assist in making it a more accessible space. Since 2004, the Conservancy has raised more than \$115 million in private philanthropy for projects that support the recreational use, economic development, and environmental protection of the River. In 2018, the Conservancy was selected to design, construct and maintain the future Harold Simmons Park in a public-private partnership with the City of Dallas.

The Trinity Park Conservancy champions the transformation of the Trinity River to become the heart of Dallas. With the community, we will design public spaces that unite us, enrich people's lives through access to nature, create economic development opportunities, and inspire protection for the river ecosystems in this shared natural treasure.

Position Summary

The Conservancy is focused on building a comprehensive, sustainable fundraising program to meet its current and future project-based, programmatic, and operational funding needs. The current major initiative for the Trinity River Corridor, the Harold Simmons Park, has secured \$50 million in philanthropic support to date with an additional \$100 million in commitments needed to bring it to fruition. The Conservancy has launched a capital campaign for Harold Simmons Park, complemented by annual fund, as well as special events, to fund prospective programming and the Conservancy's ongoing operations.

The Director of Development (DD) will assist with the execution of strategies related to all aspects of philanthropic giving. This position reports to the Chief Advancement Officer (CAO) and works closely with the Director of Communications and Engagement and other team members to assist in reaching organizational goals.

Essential Duties and Responsibilities

- Duties include assisting the CAO with all fundraising efforts, including building strong and successful relationships, maintaining communications with donors and patrons and managing staff to effectively execute fundraising goals and events.
- Manage development team, including existing development associates as well as Annual Fund Coordinator and any additional positions to be hired.



- Assist CAO with development team recruitment and selection, scheduling and job assignments, performance feedback and staff development and training in keeping with
- the Conservancy's policies and procedures.
- Manage an assigned portfolio of approximately 65 donors and prospects, leading and actively participating in prospect identification, cultivation, solicitation, and stewardship
- activities. Emphasis on developing a pipeline of leadership annual donors and major gift prospects.
- Assist with the production of collateral material for HSP campaign as well as donor communications related to annual giving and events.
- Supervise use of prospect research tools and donor database to build donor relationships and prospect pipeline.
- Maximize events and the visitor experience so they are highly valued by patrons and other constituents, are cost effective, and appropriately relate to donor discovery, stewardship and/or major and principal gift strategies.
- Ensure regular reporting and analysis to demonstrate progress toward goals, identify
- areas of concern, and work with CAO to revise strategies as needed.
- Serve as a liaison to high-level donors and volunteers as needed.
- Work with CAO to establish a culture of philanthropy across the organization.
- Attend board and committee meetings as requested.
- Perform other duties and responsibilities as assigned.

Qualifications

- Bachelor's degree required. 7+ years of experience in fundraising, volunteer management and nonprofit event coordination, including significant success with individuals, corporations and foundations.
- Experience in Dallas philanthropy and knowledge of the various development strategies for capital campaigns, annual giving, etc needed across a high performing fundraising department.
- Proven track record of meeting annual fundraising goals.
- Strong management skills; ability to influence and engage direct and indirect reports and peers.
- Exceptional written, oral, interpersonal, and presentation skills and the ability to effectively interface with senior management and philanthropists.
- Must be comfortable working within a structured moves management process.
- Self-reliant with creative problem-solving skills; results oriented.
- Proficiency in Blackbaud Raiser's Edge NXT. Familiarity with technology and other innovations that can streamline the development process and contribute to the integration of advancement functions.
- Comfortable being outdoors in natural habitat as well as at social functions with influential people.
- A passion for the mission of the Trinity Park Conservancy, social justice, and conservation.



Compensation and Benefits

Salary and benefits will be competitive and commensurate with experience.

To Apply

Please email interest letter and resume to Trena Lechleitner at trena@trinityparkconservancy.org (no phone calls please). Please reference “2019 Director of Development” in the subject line of your email.

Trinity Park Conservancy is an equal opportunity employer and considers applicants for all positions without regard to race, color, religion, creed, gender, national origin, age, disability, marital or veteran status, sexual orientation, or any other legally protected status.