



Director of Development at Project Adventure, Inc.

Location: Beverly, MA; hybrid option available

Reports to: Executive Director

General Description: This is a full-time position leading the development and fundraising efforts at Project Adventure. The Director of Development will be responsible for raising private and public funding, with a particular focus on crafting an annual, strategic fundraising and communications plan, and expanding an individual major gifts program. In keeping with the culture of Project Adventure, the Director will be a thoughtful, creative and relationship-focused fundraiser who has a proven track record of planning, initiating and sustaining successful fundraising strategies. This role will collaborate closely with the Executive Director, the Chief Financial Officer, a passionate Board of Directors, and the other managers and directors in the organization.

About Project Adventure: Project Adventure (PA) has been a leading organization in experiential education since 1971. We provide adventure-based learning experiences and tools to promote growth in individuals, schools, healthy communities, and effective organizations. Our work includes evidence-based curriculum and professional development for teachers; transformative facilitation of student groups; and retreats and staff training for nonprofits and corporate partners. We use challenge courses (ropes courses, climbing walls, etc.) as a powerful tool for adventure-based learning, and we are a world leader in the design, installation, inspections and repair of challenge courses for schools and other clients. We are headquartered in Beverly, Massachusetts, but we partner with schools and organizations all around the world.

Responsibilities Include:

- Development of comprehensive annual fundraising and communications plan including goals and strategies for implementation.
- Oversee and implement Project Adventure's fundraising campaigns and communications: major giving, planned giving, annual giving, foundation relations, business sponsorship, and capital support to meet development goals.
- Work collaboratively with the Executive Director, CFO, Development Committee and Board of Directors to implement development plan.
- Utilize Project Adventure's social media accounts to attract new donors, communicate with current donors, and foster charitable giving.
- Oversee training of Project Adventure fundraising volunteers and coordinate their efforts to successfully implement fundraising strategies.
- Partner with key staff and board members on Project Adventure's annual fundraising event strategy, with a goal of maximizing fundraising results.
- Oversee use of Project Adventure's eTapestry Constituent Relationships Management tool system.

Experience:

- Significant professional experience and a proven track record of creating and cultivating a base of donors for a non-profit organization;
- Experience soliciting gifts of \$10,000+ from both individuals and foundations;
- Passion for the mission of Project Adventure - including youth development, education and community-building - and the ability to serve as an ambassador for the organization;
- Demonstrated ability to foster solid relationships with Board Members, volunteers, and community members;
- Knowledge of fundraising best practices and a desire to always learn and grow as a professional;
- Strong computer literacy, in particular, familiarity and comfort with fundraising software;
- Self-motivated and goal-oriented with an aptitude for metrics and the use of data to inform decisions and goals;
- Interest in being part of our organization's work, both internally and externally, on diversity, equity, and inclusion;
- Proven ability to conceptualize and frame funding needs in a way that is compelling to prospects and donors; and
- A desire to be a part of a tight-knit community and a committed team of educators, challenge course professionals, and nonprofit leaders working to make the world a better, more just place.

Compensation:

\$60,000-\$70,000, commensurate with experience. Competitive benefits package. Hybrid option (partial work from home), a beautiful office space on the shores of Wenham Lake, and a family-friendly work environment.

To Apply:

Email or fax your cover letter & resume to: resumes@pa.org or fax # 978-524-4501 Attn: Susan Hall, with "Director of Development" as the subject line. We will contact you if we would like to set up an interview. No phone calls, please.

Project Adventure is an Equal Opportunity, Affirmative Action Employer.