



Ensuring Our Future

Job Posting Director of Development

7 Lakes Alliance, a non-profit organization in the heart of Maine's Belgrade Lakes watershed, seeks an energetic, full-time Director of Development to lead a comprehensive fundraising program. 7 Lakes Alliance's mission is to conserve the lands and waters of the Belgrade Lakes Region for all.

The Belgrade Lakes Watershed & History of 7 Lakes Alliance

The Belgrade Lakes watershed is a spectacular interconnected chain of seven major lakes—each distinct and yet all linked physically, biologically, geochemically, and economically. All told, the region offers unparalleled scenic beauty, significant ecological diversity, abundant wildlife, diverse recreational opportunity, and valuable economic development.

The region retains its spectacular beauty and many unique qualities – largely intact forests and some of Maine's most prized lakes – thanks to a long and dedicated history of conservation leadership. 7 Lakes Alliance was formed in December 2017 when two leading conservation organizations – the Belgrade Regional Conservation Alliance (BRCA) and the Maine Lakes Resource Center (MLRC) – came together in recognition that a new approach was necessary. Leaders of the MLRC and the BRCA believed that the most effective means of addressing the challenges facing our watershed rested on the combination of two essential factors: 1) watershed-wide, regionally-driven, scientifically-based solutions; and 2) coordinated, community-based implementation of those solutions at the local level.

Toward this end, the MLRC and BRCA combined to form 7 Lakes Alliance, which now serves the watershed in both of these ways. Since its formation, 7 Lakes Alliance has conserved land and water in the Belgrade Lakes Region by engaging with the whole community to achieve clean water, well-stewarded lands, and a vibrant economy. We combine contemporary scientific knowledge, respect for the area's natural heritage and local traditions, inclusive priority setting and collaborative problem solving, with ongoing dialogue and widespread resource sharing to create a culture of conservation that serves us all.

Core Responsibilities of the Director of Development Position:

- Oversee and grow a long-term advancement effort to secure annual support from individuals, foundations, and businesses.
- Help to lead an ambitious and exciting comprehensive capital campaign, the priorities of which will significantly enhance 7 Lakes' mission and long-term impact across the watershed.
- Serve as front-line fundraiser where appropriate while also providing essential support to volunteers and CEO in their own frontline fundraising.
- Design and implement annual fundraising programs to generate long-term operational support.
- Broaden base of individual major donors from across the region and develop informed individual solicitation strategies.
- Orient, train, and lead fundraising volunteers to maximum success.
- Pursue strategic grant opportunities and manage annual calendar of foundation deadlines.
- Provide strategic input on 7 Lakes' marketing and communications.
- Oversee internal development systems to ensure adherence to best practice, sound acknowledgement and stewardship processes, and excellent data management.

Desired qualifications include:

- 4-6 years of progressive experience in development and/or front-line fundraising preferred; transferrable skillsets may be considered.
- Campaign experience a plus.
- Demonstrated success working closely with senior management and volunteers.
- Ability to work independently and in collaborative team settings.
- Excellent interpersonal skills and professional demeanor.
- Effective communication both verbally and in writing.
- Interest in the Belgrade Lakes region, lake science, watershed management, and/or conservation of natural resources a strong plus.
- Database management including development databases highly preferred.
- Advanced computer skills including Microsoft Office.
- Organized, results-oriented, flexible, multi-tasker able to meet deadlines.

7 Lakes Alliance offers a competitive salary commensurate with experience, plus a benefits package including healthcare, paid time off, dental, vision, retirement plan and other supplemental benefits. Send cover letter, resume and 3 employment references to CEO Laura Rose Day, laura.roseday@7lakesalliance.org.