

Position Profile Development Director

kp prime search, the retained search division of kpCompanies is leading the search for an experienced Development Director. This position, for the Pittsburgh Parks Conservancy, directs the development activities for the Pittsburgh Parks Conservancy (PPC), including the design and implementation of strategic and comprehensive development initiatives for the organization.

The Organization: Pittsburgh Parks Conservancy (PPC)

The Pittsburgh Parks Conservancy is dedicated to Improving quality of life for the people of Pittsburgh by restoring the park system to excellence in partnership with government and the community. Projects and programs are conducted with respect for the environment, historic design, and the needs of our diverse region.

The Position: Development Director

The position will develop and implement new systems and best practices to improve, streamline, and expand development efforts that are integrated and coordinated for the entire organization. The Development Director will design and deliver strategic development initiatives that engage PPC employees, donors and board members, support a high-performance culture and are in alignment with the overall direction of the organization. This position will handle development operations with highest degree of professionalism, demonstrate continuous effort to improve operations, work cooperatively and jointly to provide quality seamless customer service, and remain current in industry best practices and apply knowledge to best serve the PPC.

Key Accountabilities:

- Design and implement strategic and broad ranging development initiatives including individual, planned and institutional giving.
- Design, manage and implement fundraising special events.
- Utilize a strategic, collaborative approach to philanthropy, with demonstrated success creating sustainable fundraising and other outreach programs.
- Assess and implement development strategies in a deliberately planned, organization-wide effort to increase the organization's development and fundraising activities through use of best practices that fully support the current and future needs of the PPC.
- Thoughtfully organize and creatively administer the functions of current and long-range development efforts.
- Understand and appropriately PPC adhere to and communicate PPC policies and procedures.
- Negotiate and meet deadlines and prioritize issues, identifying which issues require immediate attention and taking effective and appropriate action based on that determination.
- Set appropriate priorities while coordinating multiple projects and meeting critical deadlines.
- Solve problems and effectively handle critical, controversial, confidential, and/or sensitive matters.
- Critically analyze operations, collaboratively design and institute improvements without disruption of existing operations.
- Demonstrate that one is highly self-motivated with a sense of urgency, a clear set of priorities, a strong work ethic and the ability to anticipate and adapt to change.
- Demonstrate creative problem-solving and the ability to identify and take advantage of emerging opportunities.
- Provide leadership and support toward the successful and effective performance of staff.

- Provide both oral and written communication that is easily understood and direct in its content and listen effectively to thoroughly understand the intended message with sensitivity to nuance and a communication style that is open, cordial and issues-focused.
- Establish and maintain effective, respectful and productive working relationships.
- Negotiate effective and appropriate solutions to difficult conflicts.
- Show respect and sensitivity for cultural differences.
- Handle matters with highest degree of professionalism, including maintaining appropriate levels of confidentiality.
- Keep President and CEO promptly informed of matters as they relate to department and the Conservancy.

Minimum Qualifications:

- Bachelor's Degree from an accredited college or university with a major in a related field.
- Increasingly responsible experience in development: at least five years
- Increasingly responsible experience in individual, planned, institutional and major gift fundraising with demonstrated track record of successful fundraising in an environment of similar complexity and expertise in major gift fundraising: at least five years
- Increasingly responsible experience in leadership, management, and administration: at least three years
- Experience supervising others: at least three years

How to Apply – DEADLINE FEBRUARY 22nd

Interested candidates should submit cover letter, resume, and salary expectations no later than 6:00pm on February 22, 2019 to joelle@kpcompanies.com or using the link below.

Apply to this job at:

<https://kprecruiting.catsone.com/index.php?m=joborders&a=show&jobOrderID=11856175>

OR

Submit information to the following email address: joelle@kpcompanies.com, or by mail at: Pittsburgh Parks Conservancy, c/o **kp**companies, 5775 Wayzata Blvd, Suite 700, St. Louis Park, MN 55416. All submissions shall be received in strictest confidence. Pittsburgh Parks Conservancy is an equal opportunity employer.