

Rocky Mountain Biological Laboratory Leadership Opportunity

The Rocky Mountain Biological Laboratory, founded in 1928, is an independent, high-altitude biological field station in near Crested Butte, Colorado. Our primary mission is to advance the scientific understanding of nature that promotes informed stewardship of the Earth. The Lab provides scientists and students access to diverse habitats, research and education infrastructure, a collaborative and internationally-recognized scientific community, and a broad base of knowledge about the ecology of mountain environments. A deeply understood place and supportive research community make it ideal for training the next generation of field scientists.

An important further purpose of the laboratory is to promote the understanding and protection of high-altitude ecosystems of Colorado and the watershed of the Gunnison River through the professional activity of its members.

We currently seek a highly skilled **Director of Development** to take leadership for all our fundraising efforts. Reporting to the RMBL's Executive Director and working closely with the RMBL's Board of Trustees, the Development Director serves as a fund-raising expert and lead development professional. The Development Director identifies and cultivates major donor prospects, directs our foundation and corporate giving program, and plans and executes special fundraising campaigns. The Development Director also serves as a member of the Lab's senior leadership team and participates actively with the Board and the Executive Director in the Lab's strategic planning and program activities. This is a new position for the RMBL, and the Development Director will establish a Development Office. S/he will supervise a Development Assistant.

In 2006 the Lab's expenditures were \$1.7 million. \$1.05 million was spent on restricted fund projects (e.g., National Science Foundation funded science projects, land conservation, and building renovations.) The Lab spent the remaining \$650,000 as unrestricted funds on operations. Once the Development Director has established an effective fundraising infrastructure, he/she will be responsible for raising \$400,000 - \$600,000 annually.

Qualifications and Requirements

The ideal candidate will have substantial experience developing and leading annual and major gift fund-raising efforts for small to mid-sized nonprofit organizations. Among the qualifications we seek in candidates are the following:

- At least 5 years of fundraising leadership experience in a nonprofit organization.
- Track record of dramatically increasing membership/individual donors in a nonprofit organization or association.
- Demonstrated success in raising and stewarding gifts of \$50,000 and more, from individuals.
- Success in supporting, motivating, and working with Board Members and high level volunteers on campaigns and Major Donor initiatives.
- Big-picture, strategic, and creative thinker, with a demonstrated history of making things happen.
- Knowledge of or interest in environmental science is desired.
- Working collaboratively with a volunteer governing board, a team of managers, and partnering groups

- Strong diplomatic skills and ability to communicate effectively on a one-to-one, as well as group basis
- Strong organizational and management skills
- Willingness to travel regionally and nationally to work directly with donors
- Bachelor's degree in science, business, marketing, non-profit management or a closely related field; Master's degree preferred

Schedule and Salary

- Position is fulltime.
- The salary is based on experience and salary history.

Above all, we seek candidates who have a strong interest in and value the efforts of environmental scientists, who can communicate effectively with a broad mix of constituents, who thrive in small organizations, who are interested in building a dynamic fundraising function, and who are attracted to mountain living.

How to Apply

Qualified candidates are encouraged to apply by sending their resume, cover letter, and salary requirements to Carolyn McCormick of Peak HR Consulting, LLC at Carolyn.McCormick@peakhrconsulting.com.

Additional information about Rocky Mountain Biological Laboratory can be found at www.rmb.org.

RMBL is an Equal Opportunity Employer.

The Rocky Mountain Biological Laboratory shall not discriminate on with regard to race, creed, ethnicity, religion, national origin, gender, sexual orientation, gender expression, age, disability, marital status or military status, in any of its activities or operations. Women, Persons of Color, and other individuals representing diverse backgrounds are encouraged to apply.