



Grand Teton National Park Foundation seeks an experienced advancement professional with a demonstrated track record of success. The **Vice President for Development** will join a strong team that has expanded the reach and reputation of the Foundation. The ideal candidate will have at least ten years of experience as a senior development professional as well as a track record of raising money, building programs, effecting change, and managing a team. Experience with creative structuring and management of a capital campaign will be particularly important.

## **THE POSITION**

Position Title: Vice President for Development

Location: Jackson, Wyoming

Reports to: GTNPF President & CEO Leslie Mattson

Direct Reports: Team of three GTNPF development officers

The VP for Development will design, manage, and supervise comprehensive development programs and functions within the organization, including individual major gifts, planned giving, and corporate and foundation giving. The individual will oversee a team of development professionals and, at the direction of the CEO, will develop fundraising strategies and proposals. The VP for Development will oversee execution of the strategies as well as donor follow-up.

## **RESPONSIBILITIES**

### **FUNDRAISING**

- Assist the CEO in establishing forward-looking, achievable fundraising goals and objectives on a single and multi-year basis.
- Manage a portfolio of donors and identify, cultivate, solicit, and steward major gift prospects and donors, creatively strengthening their ties to the Foundation, discovering their interests, and matching those interests to Foundation projects to support our partnership with the park.
- Leverage the CEO and board members in the cultivation process, identifying key opportunities in which to engage the CEO directly with top donors and prospects as appropriate.
- Develop and refine fundraising strategies and tactics necessary to achieve short- and long-term organizational goals.
- Schedule and arrange on-site and off-site meetings, events, receptions, calls, and visits to focus on cultivation and stewardship with major private and corporate gift donors and prospects. Solicit these prospects and donors for major gifts and ensure creative and attentive stewardship.
- Coordinate with marketing and communications to assure that newsletters, publications, and digital content appropriately support development activities.
- Develop the case for support and strategic, complex, and innovative fundraising plans, and execute those plans to achieve goals and objectives.

### **MANAGEMENT**

- Serve as a key member of the Foundation's leadership team, contributing to overall organizational strategies and representing the priorities of the functions related to philanthropy.

- Participate in promoting an existing organizational culture that values long-term strategic thinking, creativity/innovation, collaboration, and high performance.
- Maintain a workplace environment based on mutual respect, candor, and trust and that encourages staff and volunteers to do their best work, feel personally and financially satisfied, and reach their fullest potential.
- Oversee the hiring, management, mentoring, training, and evaluation of an experienced, talented, and highly professional development team. Working with the CEO, set appropriate annual goals and monitor progress on a regular basis to maximize staff performance, ensuring the use of appropriate metrics on a team and individual basis to ensure accountability and results. Serve as a motivating leader and team-builder.

### **IMPORTANT RELATIONSHIPS**

The VP for Development will report to the Foundation's President & CEO. She or he will be an integral part of the senior management team and responsible for:

- Supporting, nurturing, and maintaining strong working relationships with key partners of the Foundation, particularly the National Park Service and Grand Teton National Park's superintendent and staff.
- Motivating board members and other volunteer leaders and possessing a sophisticated understanding of their role in building an effective philanthropic network.
- Establishing, sustaining, and sharing strong personal and professional relationships with individual donors, board members, and volunteers.

### **POSITION REQUIREMENTS**

- Passion for the mission of the Foundation and the park. Appreciation for national parks, nature, and conservation.
- Excellent writing, verbal communication, and interpersonal skills.
- Proven ability to work in a team environment to accomplish the overall goals of the organization.
- Willingness to travel.
- Bachelor's degree with an advanced degree optional to apply.

### **THE IDEAL CANDIDATE**

The ideal candidate will have:

- Ten or more years of demonstrated personal solicitation success at upper levels of institutional advancement, particularly in identifying prospects and in cultivating and soliciting major gifts from those individuals.
- Five to eight years of significant supervisory experience, including creating and managing a budget, recruiting and developing talented individuals, and inspiring a culture of continuous improvement in order to increase the effectiveness of a development program and staff through established objectives and performance standards.
- Experience working directly with the most senior levels of an organization is very important, as is the ability to effectively strategize with and engage various groups and constituents.
- Demonstrated ability to translate concepts into multi-stakeholder initiatives.
- Excellent written and oral communication skills.
- Excellent organizational skills with great attention to detail and timeliness.
- Strong personal work ethic and unquestioned personal integrity.

- Ability to leverage effectively the time of the CEO, board members, and key volunteers in contact with donors. This includes strong preparation and good judgment about the extent to which cultivation can effectively be staff driven.
- Effective presentation and communication skills in multiple contexts that articulate a compelling vision, strategy, and set of priorities, whether as a public spokesperson or as a speaker to small or large groups, a leader of meetings, or one-on-one with individuals.
- Deep understanding and experience in the use of a fundraising database, conceiving of queries to better understand donors, prospects, and how to organize information into actionable fundraising plans.

### **TO APPLY**

Please submit a resume and cover letter to: [employment@gtnpf.org](mailto:employment@gtnpf.org). Applications will be accepted through January 31, 2022. No phone calls please.

### **GRAND TETON NATIONAL PARK FOUNDATION OVERVIEW**

Grand Teton National Park Foundation is a private, nonprofit organization whose mission is to fund projects that protect and enhance Grand Teton National Park's treasured resources. The Foundation, with a staff of twelve, initiates improvements, critical research, and projects that improve visitors' experiences, creating a solid future for Grand Teton. Since 1997, the organization has raised over \$88 million for programs and projects that connect youth to nature; preserve cultural resources; and protect wildlife and natural resources. The Foundation a variety of projects and programs in Grand Teton each year and has also raised funds for significant capital projects such as (1) \$14 million for the construction of the Craig Thomas Discovery and Visitor Center, (2) a \$23 million campaign to acquire and preserve 640-acres on Antelope Flats that was threatened with development, (3) a \$15 million campaign to transform the front and back country of the iconic Jenny Lake, and the purchase and protection of the last privately-held acre on the Mormon Row Historic District. The Foundation's support is critical to enhancing the scope and scale of all our partnership projects and provides a margin of excellence beyond the financial capacity of the National Park Service.

As one of the most significant national parks in the United States, Grand Teton totals 310,000 acres or 485 square miles. On an annual basis, over 4 million people visit the park. The spectacular scenery and captivating landscape provide habitat for 60 species of mammals, 16 species of fish, and more than 300 species of birds. The 26 concession contracts and 60 permittees in the park generate over \$40 million annually. In total, the park brings \$590 million annually in business revenue to the Jackson Hole valley, and the economic effect of park visitation accounts for 56% of local jobs in Teton County, Wyoming and Idaho. The park, along with neighboring Yellowstone National Park, is an economic steam engine for our community, the state of Wyoming, and the region.

The Foundation receives no annual government funding; it relies instead upon the generous support of private citizens, foundations, and corporations to ensure that Grand Teton National Park's priceless gifts to the world will never diminish.