



## **Director of Advancement**

**Reports to:** Executive Director

**Status:** Full-Time, Exempt

**Location:** Crested Butte, CO

### **About Crested Butte Land Trust**

The Crested Butte Land Trust (CBLT) is a nonprofit conservation organization dedicated to forever protecting and stewarding open lands for vistas, recreation, wildlife, and ranching, thereby preserving Gunnison County's unique heritage and quality of life. For more than 30 years, CBLT has partnered with landowners, donors, public agencies, and community members to conserve the lands and waters that define the Crested Butte and Gunnison Valley region.

### **Position Summary**

The Director of Advancement is a senior leadership position responsible for planning, leading, and executing a comprehensive fundraising and donor engagement program that supports CBLT's mission and strategic priorities. Reporting to the Executive Director and working closely with the Board of Directors, the Director of Advancement will build and sustain strong relationships with major donors, oversee all fund development activities, and play a critical role in securing philanthropic support for land conservation projects, stewardship, and organizational growth.

This position is ideal for an experienced advancement professional with a strong track record of major gift fundraising who is inspired by conservation, community impact, and relationship-driven philanthropy.

### **Key Responsibilities**

#### **Fund Development & Strategy**

- **Strategy:** Develop and implement a comprehensive advancement strategy that includes major gifts, annual giving, campaigns, grants, events, and planned giving.
- **Goal Setting:** Set and achieve ambitious but attainable fundraising goals aligned with CBLT's strategic plan.

- **Executive Collaboration:** Partner with the Executive Director and Board to identify, cultivate, solicit, and steward major gift prospects.

### Major Gifts & Donor Relations

- **Donor Relations:** Manage a personal portfolio of major and leadership-level donors and prospects.
- **Donor Outreach:** Design and execute individualized cultivation and solicitation strategies that result in significant philanthropic investments.
- **Donor Stewardship:** Ensure excellent donor stewardship, recognition, and engagement, fostering long-term relationships and donor loyalty.

### Board & Volunteer Engagement

- **Board Development:** Support and coach Board members in their fundraising roles, including donor outreach and solicitation.
- **Volunteer Development:** Collaborate with volunteers and donors who host or support cultivation and fundraising events.

### Team Leadership & Operations

- **Department Leadership:** Lead, mentor, and support development staff and consultants as applicable.
- **Database Management:** Oversee donor data management, reporting, and fundraising systems to ensure accuracy, compliance, and effectiveness.
- **Communications:** Coordinate advancement communications in partnership with staff, including appeals, reports, and impact storytelling.
- **Organizational Strategy:** Work in partnership with the Executive Director and Board of Directors to envision and implement strategic advancements within the organization.

### Events & Campaigns

- **Event Direction:** Provide strategic oversight for signature fundraising events, campaigns, and special initiatives that engage the community and advance donor relationships.
- **Event Cultivation:** Leverage events as cultivation and stewardship opportunities, particularly for major and prospective donors.

### Qualifications

- **Experience:** 5–7 years of progressive fund development experience, with a strong emphasis on major gift fundraising.
- **Complex Strategies:** Experience developing and executing comprehensive business and/or fundraising strategies.
- **Interpersonal Skills:** Excellent relationship-building, communication, and interpersonal skills.
- **Teamwork:** Ability to work collaboratively with executive leadership, board members, donors, and community partners.

- **Attention to Detail:** Strong organizational skills and attention to detail, with the ability to manage multiple priorities.
- **Technical Skills:** Proficiency with CRM software, Microsoft Office Suite, Quickbooks and AI tools.
- **Mission Alignment:** Passion for land conservation, environmental stewardship, and community-based nonprofit work.
- **Mountain Living:** Familiarity with rural or mountain communities and relationship-based fundraising cultures.
- **Campaigns:** Experience with capital or special campaigns and planned giving.

### **Salary and Benefits**

The **Development Coordinator** salary range is **\$85,000 - \$115,000 DOE**. CBLT offers competitive health insurance, retirement and paid time off benefits.

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