

Sky Tavern Development Director

Full-time position. Reno, Nevada.

\$60,000+ depends on experience.

Sky Tavern is seeking a Development Director to lead fundraising efforts for our organization. Sky Tavern is the oldest ski and snowboard training facility in America and we are committed to providing important outdoor learning experiences for our community's youth. The next phase of our growth includes launching a capital campaign that cements the sustainability of the program through snowmaking and lights, and building annual giving that enables access to programs to all kids and ensures the day-to-day operations are successful and sustainable.

The Development Director is responsible for developing and implementing aggressive fundraising plans to successfully achieve growth goals. As a member of the Sky Tavern Leadership team, the Development Director is responsible for programs including the Campaign and Annual Fundraising Goals.

A successful candidate will be able to build new fundraising programs and personally lead solicitation efforts. Having the ability to work closely with the Executive Director and Sky Tavern Board is also critical to the candidate's success. The Development Director will report to the Executive Director, and will manage a part-time grant writing resource.

As the Development Director, you have the opportunity to lead this successful organization to new heights, all while working within a compelling mission and strong culture of accountability and quality.

WHO ARE WE?

Since 1948, over 100,000 kids have learned to ski and snowboard by parents and volunteers through the Sky Tavern Junior Ski Program. Formerly part of the City of Reno, Sky Tavern is now an independent 501(c) 3 non-profit located on the Mt. Rose Highway, 20 minutes from Reno. Every winter the volunteer-based Junior Ski Program provides an outstanding experience for the participants and community.

Sky Tavern's flagship program is teaching kids to ski and snowboard, but Sky Tavern aspires to grow into a year-round, regional center for outdoor recreation that provides instruction and opportunities in other sports such as mountain biking, and offering summer camps and concerts. The City of Reno has given Sky Tavern a long-term lease and tasked us to increase recreation uses and improve the facilities. We are planning for new snowmaking, to allow us to open earlier, mountain biking trails for training and competition, and, ultimately, a new lodge. We continue to have the same ideals that have kept the winter programs thriving for over 65 years, but now everyone has a chance to play and compete in the outdoors no matter the date, the age, or personal challenge.

Please visit our website 'About Us' page to learn more about our work to date and our exciting future vision for Sky Tavern!

WHO ARE YOU?

Our participants reflect the diversity within our communities, and we value the same on our staff.

Whether you're an urbanite or mountain (wo)man, you'll fit right in. We love outdoor recreation and the incredible learning opportunities that sports in the mountains provides to youth, and look forward to you lending your passion for outdoor mountain sports to our team.

Sky Tavern does not discriminate on the basis of gender, race, ethnicity, religion, sexual orientation, or disability. We proactively seek a diverse workplace to reflect the diversity of the communities we serve, and members of ethnic minorities and other protected classes are encouraged to apply.

RESPONSIBILITIES

- Develop and manage Sky Tavern’s annual fundraising objectives, development policies, and budgets and forecasts in conjunction with the Board Fundraising Committee.
- With the help of a Consultant, develop a successful Capital Campaign in close coordination with the consultant, campaign committees, and Executive Director.
- Develop and execute the cultivation, solicitation, and stewardship strategies for individuals, foundations, and corporations above the \$5,000 level. Personally steward a portfolio of donors and prospects; schedule and conduct prospective calls to drive increased major donor engagement in Sky Tavern’s work.
- Develop Alumni and Annual Fund programs that fulfill the needs of small, medium, and large donors. Conduct engagement and outreach to high net worth individuals engaged in Sky Tavern programs.
- Maintain deep knowledge of Sky Tavern operations and fiscal needs in order to identify donor engagement opportunities; work with the team to maintain a current list of program and capital needs and project priorities.
- Facilitate Marketing efforts to develop tactics for stewardship, web-based fundraising, monthly giving, and program alumni engagement.
- Ensure development strategies and philanthropic philosophies are embedded throughout the organization, including training, coaching and inspiring staff, board members and other volunteers towards the cultivation, solicitation and stewardship of donors.
- Supervise Sky Tavern proposal and grant submission efforts.
- Set funding and activity goals with the ED and Board and report on goals regularly to this leadership team.

REQUIRED QUALIFICATIONS

- A minimum of 5+ years in fundraising management major gifts roles, demonstrating success in donor cultivation and stewardship.
- Demonstrated record of accomplishment meeting and exceeding fundraising growth goals across individual, foundation, and corporate donors.
- Experience working directly in a successful capital campaign preferred, but not required.
- Availability during winter weekends to engage members and prospects on the property.
- Experience as a skier or snowboarder is preferred.

COMPENSATION AND BENEFITS

- Competitive salary, \$60,000+ depends on experience.
- Great team, dynamic culture, meaningful impacts.
- Work from home several days a week.

HOW TO APPLY

Please send your resume and cover letter - including salary requirements - to greg.batchelder@skytavern.com with the subject line, “LAST NAME, Development Director”.