

Position Announcement: Development Director

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The Ohio Ecological Food and Farm Association (OEFFA) is seeking a Development Director to lead and implement innovative fundraising strategies that support our mission of promoting local, organic, and sustainable farming. This is a unique opportunity for an experienced development professional to contribute to a growing organization dedicated to building a healthier and more sustainable future.

About OEFFA

OEFFA is a 501(c)(3) nonprofit organization that supports farmers, food systems, and communities dedicated to ecological and organic practices. For over four decades, we have been a trusted voice for sustainable agriculture, offering education, advocacy, and community-building initiatives.

Position Summary

The Development Director will spearhead OEFFA's fundraising and membership strategies, focusing on donor cultivation, campaign leadership, grant management, and fostering a culture of philanthropy. Working closely with the Executive Director, the Development Director will engage individual donors, foundations, corporations, and community partners to advance the organization's mission.

This role reports to the Executive Director and supervises the Member Care Coordinator and Grants Manager, ensuring a cohesive and effective development program.

Responsibilities

1. Development Leadership

- Develop and execute a comprehensive fundraising strategy with clear, measurable goals.
- Monitor and analyze the performance of development efforts, adjusting strategies as needed.
- Set clear, measurable fundraising goals.
- Staff the Development Committee of the Board.
- Foster a culture of philanthropy at OEFFA in conjunction with the Executive Director and Board President.
- Represent OEFFA at community events, conferences, and networking opportunities.

2. Grantseeking

- Provide oversight and leadership to staff and contractors engaged in grantseeking.
- Ensure OEFFA has a robust grantseeking plan to raise funds from private, community, and corporate foundations and government agencies.
- Supervise the execution and performance of the grantseeking plan.
- Serve as a key portfolio manager with funders.
- Supervise the Grants Manager, who tracks grant-related information and ensures accurate reporting and compliance with grant guidelines and regulations.

3. **Communications & Marketing**

- Work with the communications team to ensure development-related publications and communications align with OEFFA's mission, vision, values, and development plans.
- Provide development leadership to the Communications team for non-development communications such as newsletters.
- Provide leadership to OEFFA as it collects impactful stories.

4. **Donor Relations & Engagement**

- Identify and cultivate new potential donors, sponsors, partners, and members.
- Build and maintain relationships with individual donors, foundations, and corporations.
- Create and manage fundraising campaigns, both online and offline, including direct mail, social media, and corporate partnerships.
- Demonstrate organizational appreciation for funders and contributors.

5. **Event Leadership**

- Work with the events and communications teams to ensure development events align with OEFFA's mission, vision, values, and development plans.
- Provide development leadership to the events team for non-development events such as the annual conference.

6. **Administrative Management**

- Develop and manage the annual budget for the development program.
- Ensure cost-effective use of development resources.
- Supervise and provide leadership to the Member Care Coordinator.

Qualifications

- At least 5 years of successful nonprofit development experience.
- Knowledge of fundraising strategies, event planning, and grantseeking.
- Experience developing fundraising plans, tracking progress, and analyzing results.
- Skills to engage politically and culturally diverse stakeholders.
- Proficiency with fundraising software.

- Experience developing and managing a budget.
- Knowledge of sustainable and organic farming is a plus.

Working Conditions

- Full-time, exempt position based in Columbus, Ohio (remote or hybrid options available).
- Statewide travel is required; occasional out-of-state travel may be necessary.
- Evening and weekend hours may be required for events and meetings.
- Will have access to a shared vehicle, but must be able to provide own personal transportation when needed.

Compensation & Benefits

- Salary starts between \$75,000 and \$85,000 per year.
- Eligible for employer-sponsored medical, dental, vision and life insurance, of which OEFFA pays 80% of the premiums.
- Access to employee-paid legal, life, and critical illness benefits.
- New employees accrue 3 weeks of vacation time, access to 5 weeks of sick leave, and are paid for 14 holiday closures per year.
- Access to retirement benefits with a 3% match.

Application

Interested candidates should send their resume and any supporting materials to careers@oeffa.org. Applications received by January 17, 2025, will receive preferential consideration. The position is open until filled.

We are committed to providing equal employment opportunities to all individuals, regardless of race, color, religion, sex, national origin, age, disability, genetic information, pregnancy, or any other characteristic protected by law. This policy applies to all aspects of employment, including hiring, promotion, termination, compensation, benefits, and training.

At OEFFA, we believe that a diverse and inclusive workplace drives innovation and growth. We strive to create an environment where everyone feels valued and respected. All employment decisions are based on qualifications, merit, and business need