



Development Director

Job Description

The Development Director will have the primary responsibility to create, implement, and lead the organization's overall Fund Development Plan to increase support from individual donors, corporations, community foundations, and grantors. Reporting to and working in concert with BREADA's Executive Director and Board of Directors, the ideal candidate should have a passion for Louisiana agriculture and an appreciation for the farmers, fishers, and food artisans who produce our Louisiana harvest.

Key Responsibilities

- Develop and maintain a calendar and timeline for fund development to include grants, sponsorships, fundraising events, and individual giving
- Create and implement a successful Donor Relations program that stewards current donors and cultivates new donors at all levels of giving while considering generational differences in philanthropic giving. (i.e., in-person visits, donor appreciation events, farm visits, annual impact reports, etc.)
- Oversee and plan BREADA's annual signature fundraising event Farm Fete (includes working with Committee Chair to recruit committee members, solicit sponsorships, manage online auction, and coordinate event activities and details)
- Direct and oversee BREADA's annual individual giving campaign including correspondence and marketing strategies through print, digital, and social media
- Develop and implement strategies to effectively convey BREADA's case for support to shoppers at Red Stick Farmers Market
- Identify both local and national grant opportunities and prepare and submit compelling grant applications
- Serve as lead staff to the Board's Development committee; report monthly outcomes to BREADA Board and coordinate fund development efforts with BREADA Board and staff members
- Maintain and utilize BREADA's CRM database to enter donations, record donor relations, and ensure timely acknowledgement of all gifts
- Assistance with marketing including development of press releases and performing public speaking engagements

Additional Duties

As a small staff with a robust portfolio of outreach programs, everyone jumps in as necessary to assist with current projects that may be outside their job description. All staff are expected to assist with BREADA's annual fundraising events as well as additional duties as needed.

Skills & Qualifications

- Passion for local food and farmers with a commitment to local food systems work
- Self-motivated, organized, honest, punctual, dependable, friendly and able to work unsupervised
- High degree of integrity, initiative, and resourcefulness
- Excellent verbal and written communication skills, including the ability to present content clearly and concisely to a range of different audiences
- Proven experience and success in development
- Ability to build and foster meaningful relationships with donors, funders, and shoppers
- Being able to connect the dots to solve problems creatively and efficiently in a constantly changing work environment
- Strong computer skills including proficiency with Microsoft Office, donor database programs, and innovative software technologies
- Experience with planning events and managing volunteers
- Ability to work in a fast-paced, team-oriented environment and willing to assist BREADA's small staff with a variety of tasks as needed
- Great multitasker and capable of simultaneously managing multiple projects with different deadlines
- Commitment to and passion for the mission of BREADA
- Comfortable speaking in public and giving interviews as an ambassador for the organization
- Strong sense of community and interest in working with diverse populations, demonstrating both enthusiasm and respect

Extra Details

Work is performed in a variety of settings including in an office and at outdoor market sites. Work may include standing for long periods of time in a variety of weather conditions.

This is a full-time salaried position with competitive benefits package. The work schedule is a 5-day work week which includes 1-2 Saturdays per month. On weeks where a Saturday is worked, you will receive a day off during the week.

Interested Applicants should send a letter of introduction and resume by email with subject line "Development Director" to Darlene Adams Rowland at careers@breada.org

About BREADA

BREADA (Big River Economic & Agricultural Development Alliance) is a nonprofit organization with a mission to build a healthy & strong local food system; to increase sustainability of independent local farmers, fishers and food producers; and to foster stewardship of land and community through public markets. BREADA operates four locations of the Red Stick Farmers Market and a six-day-a-week public marketplace, Main Street Market. BREADA's outreach programs focus on supporting Louisiana's small scale farmers and promoting fresh, locally-grown food.