



Utah Avalanche Center
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Development Director Utah Avalanche Center

The Utah Avalanche Center exists to keep people on top of the Greatest Snow On Earth™ by providing avalanche forecasting, education, and awareness throughout the state of Utah in collaboration with the US Forest Service.

The Utah Avalanche Center (UAC) partners with the US Forest Service Utah Avalanche Center to provide avalanche forecasting, education, and awareness in Utah. The Friends of the Utah Avalanche Center (FUAC) was formed in 1990 to help bridge the gap between the available funding and actual expenses of operating an avalanche center and to protect the program from year to year Forest Service funding fluctuation. Today, the UAC is responsible for all avalanche awareness and education in Utah, as well as funding and strategic management of the partnership. About 2/3 of the total program funding is raised through the non-profit UAC, with the remainder coming from the Forest Service, State of Utah, and Salt Lake County directly to pay Forest Service partner expenses.

Development Director Position

The UAC is looking for an experienced, creative, fundraising professional to join our team as our Development Director. A strong passion for avalanche safety is preferred and the desire to work for an organization that seeks to grow the Utah Avalanche Center's programs of avalanche forecasting, awareness, and education is required. The Development Director will lead our fundraising efforts across all our categories, including individual giving, public and government grants, foundations, and special events.

This position will be responsible for identifying and motivating first-time and current donors, assisting the Executive Director with liaising and developing new initiatives with existing corporate sponsors, and identifying new partnership opportunities. We are looking for a thought leader in developing compelling messages and stories to solidify and expand our core relationships. The Development Director will solicit new opportunities to receive grant funding, prepare grant submissions and file reports. This person will join the UAC as a vital part of the leadership team, helping to craft budgets, strategic plans, and making sure we creatively and efficiently integrate fundraising objectives into all our mission-driven work.

We are looking for a creative, critical thinker that is not restricted by conventional fundraising. Your passion for sharing and showcasing personal stories will impel donors, institutions, and guests to support avalanche safety in Utah.

Specific Responsibilities Could Include

- Individual and Corporate Donor Development
 - Identify, cultivate, and steward individual and corporate donors.
 - Interacting with donors, potential donors, and event attendees.
 - Development of major donor fundraising events and peer to peer campaigns.
 - Managing all aspects of individual donation relationships.
 - Assist Executive Director with corporate partnership program.
- Board Member Development
 - Guiding board members through donor acquisition, cultivation, and retention.
 - Empower board members to develop donor relationships to better understand the community's interests and investment in the UAC.
- Grants and Foundation Management
 - Identify, applying for, and reporting on all grant funding opportunities.
 - Develop and maintain an annual grant calendar that includes reporting and submittal schedules
- Strategic Development and General Support
 - Establishing an annual fundraising plan that meets or exceeds the revenue needed to fulfill our mission of supporting the UAC and our annual operating plan.
 - Assisting with the UAC Fall Fundraiser, Utah Snow and Avalanche Workshop, and other events throughout the State of Utah.
 - Identify opportunities to integrate fundraising into our programmatic work.
 - Assisting the Executive Director with financial information for accounting and pipeline purposes.
 - Work directly with Executive Director on the development of annual budgets and strategic plans.
- Other duties as assigned.

Qualifications

- B.A. degree with a minimum of 3 years' experience in a leadership role of a non-profit development department.
- A proven track record of obtaining and maintaining significant programmatic grant funding.
- Strong experience identifying, cultivating and stewarding major donors.
- Excellent written and verbal communication skills.
- Experience working remotely and independently.
- An open and collaborative work style.

- Strong computer skills; fluent in Microsoft Office and GSuite; CiviCRM and QuickBooks experience preferred.
- Strong project management skills and organizational skills.

Working Conditions and Location

- This position is a salaried, part-time, year-round position
- The Development Director will work a variable hour work week that will often include weekends and evenings.
- The location of this position is flexible.
- The Development Director can work remotely from a home office or from the UAC Salt Lake City office.

Compensation

- Salary commensurate with experience.

Benefits

- Generous vacation time allowance
- Retirement plan including an organizational match after 6 months
- Health insurance stipend
- Flexible work schedule
- Inclusion in UAC cell phone plan
- Opportunities for continuing avalanche education

How to Apply

Interested applicants should send a cover letter, resume, and writing sample via email to: friends@utahavalanchecenter.org. Please write "Development Director" in the subject of your email. This position will remain open until filled.