



Development Director

Job Posting

REPORTS TO: Executive Director	WORK SCHEDULE: 40 hours per week*	STATUS: Full-time, Exempt*	PAY GRADE: E \$65,285 - \$100,785/year
--	---	--------------------------------------	--

*Full-time status preferred; Part-time may be considered

Preservation Parks of Delaware County is seeking a mission-driven, relationship-focused Development Director to lead and grow our fundraising and donor engagement efforts. This role will be instrumental in fostering a culture of giving that supports long-term sustainability and amplifies our positive impact in the community.

ABOUT US

Our mission is to protect and preserve Delaware County's natural and historical resources while connecting people to nature through outdoor exploration and learning. Our parks are more than scenic spaces—they're places of connection, discovery, and well-being. We promote environmental stewardship, restore habitats, and provide opportunities for health, recreation, and renewal, enriching the lives of all who live, work, and play in our community.

POSITION SUMMARY

The Development Director will shape and lead fundraising strategy in partnership with the Executive Director and the Preservation Parks Foundation. This includes cultivating relationships with individuals, foundations, and corporate partners, and overseeing all aspects of donor engagement, from major gifts and grants to sponsorships and events. An engaging communicator and connector, the ideal candidate will inspire support through strong storytelling, strategic stewardship, and community engagement—helping to ensure a thriving future for our parks and the experiences they offer.

KEY RESPONSIBILITIES

Cultivate and Manage Donor Relations and Engagement

- Build, nurture, and sustain meaningful relationships with donors at all giving levels.
- Plan and execute donor engagement opportunities and educational events that foster deeper connections and inspire giving.
- Develop and implement strategies that enhance donor retention, stewardship, and giving capacity.
- Manage donor recognition efforts, including personalized thank you communication and donor appreciation events.
- Ensure timely, consistent, and accurate acknowledgement and documentation of all gifts and grants.

Create and Lead Fundraising Strategy

- Partner with the Executive Director and Preservation Parks Foundation to design and implement a comprehensive fundraising strategy aligned with organizational goals.
- Manage budgets related to fundraising initiatives and track progress toward financial targets.

Support the work of the Preservation Parks Foundation

- Serve as the primary liaison between Preservation Parks and the Foundation, fostering collaboration, alignment, and shared purpose.
- Coordinate and execute email campaigns, social media content, website content, and e-newsletters.

- Coordinate and implement annual campaign efforts and support collaborative fundraising initiatives that expand community engagement and giving.
- Partner with the Foundation to plan and execute special events, including the annual signature fundraiser gala.
- Oversee Foundation volunteer coordination and stewardship-related activities.
- Maintain accurate, timely donor records and data.

Develop and Manage Sponsorships

- Design and implement a comprehensive sponsorship program, including the creation of tailored sponsorship packages.
- Ensure fulfillment of sponsorship benefits and maintain an organized sponsorship database.
- Produce post-event reports and impact summaries for sponsors to reinforce value and build long-term relationships.

Research and Manage Grants

- Identify and pursue funding opportunities from private, corporate, and governmental sources.
- Oversee grant application process, compliance, reporting, and accurate recordkeeping.

Collaborate with Marketing & Communications

- Work closely with the Marketing and Communications Manager to develop donor-centric content and fundraising communication strategies.
- Create compelling fundraising marketing materials for print, web, social media and email.

Organizational Development and Leadership

- Establish and implement fundraising policies, procedures, and best practices.
- Ensure compliance with all relevant regulations, laws, ethical codes, and standards for fundraising.
- Maintain confidentiality and handle sensitive information with integrity.
- Foster strong relationships with board, staff, volunteers, donors, and community partners.

KNOWLEDGE, SKILLS AND ABILITIES

- Proven ability to build lasting relationships and inspire philanthropy through authentic engagement.
- Strong interpersonal and collaboration skills; able to connect meaningfully with a diverse range of stakeholders.
- Excellent written and verbal communication skills, with the ability to inspire and motivate engagement.
- Proficiency in modern fundraising communications, including digital storytelling and social media engagement.
- Familiarity with the local philanthropic landscape and a strong understanding of its funding priorities.
- Outstanding organizational skills with attention to detail and strong follow-through.
- Technical proficiency in Microsoft Office, Google Workspace, social media platforms, Constant Contact, and donor management systems; experience with fundraising software is a plus.
- Highly self-motivated, relationship-driven, creative, and adaptable, with the ability to work independently and achieve measurable results.

QUALIFICATIONS

- Bachelor's degree in fundraising, nonprofit management, communications, or a related discipline - or an equivalent combination of education and experience.
- Minimum of 5 years of experience in fundraising, donor relations, or nonprofit development, with a proven track record of building donor relationships and driving successful giving initiatives.

ORGANIZATIONAL CULTURE & WORK ENVIRONMENT

Preservation Parks staff share a passion for our mission and are committed to upholding our core values: integrity, teamwork, creativity, and stewardship. We foster an environment where every voice matters, encouraging staff to be open and share their perspectives. We actively promote health and wellness, including a healthy work-life balance. We maintain a workplace free from hostility and discrimination, where employees are expected to engage in respectful conduct and language. All employees must adhere to Preservation Parks' policies, procedures, rules, and regulations.

WHY JOIN US?

- Generous Paid Time Off: 10 vacation days, 15 sick days, 11 holidays, and 1 personal day per year.
- Retirement Benefits: Participation in the Ohio Public Employees Retirement System (OPERS).
- Comprehensive Health Coverage: Health, Dental, Vision, Life, and Long-Term Disability insurance.
- Positive Work Culture: Work alongside passionate individuals who care about our mission.
- Beautiful Work Environment: Enjoy working in the parks you help create and maintain!

READY TO MAKE A LASTING IMPACT?

Apply today and be a part of our dedicated team working to preserve and enhance our beautiful parks! Email a resume and cover letter to Tony Benishek at tbenishek@preservationparks.com