# THE ORGANIZATION

**In a Nutshell**

The *Nevada Independent* is the Silver State’s only nonpartisan, nonprofit news organization. Our mission is to deliver high-quality, in-depth journalism on the matters that mean the most to Nevadans - and to hold government and public officials accountable. We aim to educate our readers, while also encouraging them to engage, in order to elevate and broaden the scope of civic debate in the state.

**Fast Facts**

- Established: 2017
- Employees: 20+
- Annual Budget: $2.4M

**Organizational Growth**

- 500% growth in digital readership in the past two years
- 200% increase in reader donations in the past year
- 150% growth in event revenue in the past two years

# THE POSITION

## Your Job

**Summary:** The Director of Development will focus on donor-centered fundraising programs to help the organization achieve fundraising goals and targets with a focus on major donor cultivation and institutional philanthropy. The director will partner with the CRO, CEO and board members to establish targets and strategies for achieving contributed income objectives.

**Specific Responsibilities:**

- Develop a three to five year major gift and individual giving fundraising strategy.
- Oversee donor research to inform the overall strategic plan and support ongoing efforts to expand the contributed income portfolio, including growing income from the current donor base and identifying new prospects.
- Help develop and execute a 2022-2023 fundraising plan that includes specific goals and targets.
- Identify new opportunities including grant programs, fellowships, and high net worth individuals in order to expand the major gifts portfolio.
- Support the Chief Revenue Officer (CRO) and CEO’s donor engagement efforts, including face-to-face solicitations and other direct

# YOU

**This role is a fit if...**

- you have 5 to 7 years of relevant development experience, preferably including 1 to 3 years in Nevada
- you have experience and an understanding of the nonprofit fundraising space, preferably (but not necessarily) in the state of Nevada
- you have a proven track record of successful fundraising and creating partnerships valued at 25K or more annually
- you are collaborative but also are able to work independently and hold yourself to a high level of accountability for results
- you are comfortable dealing with people at all levels of an organization from front line employees to senior leadership
- you are tenacious, self-aware, and mindful of necessary steps to achieve and accomplish organizational goals
- you are passionate, high-energy and perceptive
- you are creative, strategic and analytical
- you have excellent verbal, written and interpersonal communication skills as well as solid organizational and time management skills
engagement with potential major donors and prospects
- Develop engagement campaigns and outreach programs strategically targeted to high value donors and organizations with a focus on acquisition and retention
- Draft donor correspondence and maintain primary responsibility for developing messages, strategy memos, talking points, and donor materials
- Generate and analyze data to further develop and refine effective fundraising strategies and programs

Your Team
- You report to CRO Brett Burke
- You will collaborate with other team members including the CEO and board members to develop programs and opportunities that drive revenue results

Your Life
Location: Las Vegas, Nevada
Start date: ASAP
Salary range: $90-100K
Benefits: 100% employer paid health insurance plan, 401(k) plan with up to $2,450 match, 15 days of PTO per year plus 10 paid holidays annually

Your Impact
“You will help take The Indy from a sustainable endeavor to a growing, lasting institution with a far-reaching impact on Nevada.”

Jon Ralston
Founder and CEO
The Nevada Independent