California FFA Foundation
Job Announcement
Fund Development Director

FFA is a dynamic youth organization that changes lives and prepares members for premier leadership, personal growth and career success through agricultural education. FFA develops members’ potential and helps them discover their talent through hands-on experiences, which give members the tools to achieve real-world success.

The Fund Development Director serves as the point person and active participant in making strategic decisions affecting the California FFA Foundation. This position is responsible for all fundraising and development activities. The successful candidate will help forge new relationships to build California FFA’s visibility, impact, and financial resources. It is expected that the amount raised by California FFA Foundation will increase in future years as the Fund Development Director systematically and effectively strengthens the organization's overall fundraising capacity. This position reports to the FFA Executive Director and the FFA Foundation Board.

Responsibilities include, but are not limited to the following:

- Actively works to develop and implement a comprehensive development strategy to include corporate, foundation, private grants, etc.
- Primary responsibility for development and execution of all proposals; write and archive all proposals with a long-term relationship-management approach.
- Promote goodwill and generate public awareness for the FFA Foundation programs.
- Monitor all donor information; provide and present statistical analysis to board and senior leaders.
- Develop and implement a stewardship program aimed at cultivating deeper ties with donors and securing funding for new initiatives.
- Primary responsibility for establishing and implementing the infrastructure needed to grow a $650,000 budget through the solicitation of major gifts, special events, and corporate and foundation support.
- Work closely with the FFA Foundation Board of Directors and California FFA Center staff.
- Significant portion of the position requires offsite meetings and events as well as travel, which will include overnight.
- Responsible for coordination and execution of two-day career and industry Expo during the annual State FFA Leadership Conference.
**Desired Qualifications:**
- High energy and passion for California FFA’s mission is essential.
- Excellent communication skills, both written and oral; ability to influence and engage a wide range of donors and build long-term relationships.
- Strong organizational and time management skills with exceptional attention to detail.
- Ability to work both independently without close oversight, but also as a team player who will productively engage with others at varying levels of seniority within and outside California FFA.
- Ability to construct, articulate, and implement annual strategic development plan.
- Professional experience in a nonprofit organization; demonstrated success in a development function (managing and forging relationships with multiple donor sources).
- Tangible experience of having expanded and cultivated existing donor relationships over time.
- Experience working with Board of Directors.

**Location:** This position will be housed at the California FFA Center, located at 13020 West Stockton Boulevard in Galt, California.

**Salary:** Negotiable, commensurate with experience.

**Questions:** For questions about the scope of the position or fundraising activities that FFA currently engages in please contact Matt Patton at 916-698-8750.

**How to apply:** Submit a resume and cover letter by December 20 to: California FFA Foundation, Attn: Fund Development Director, P.O. Box 186, Galt, CA 95632.

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