

Application Deadline: Open Until Filled**Job Title:** Strategic Philanthropy Director**Location:** Portland, OR (HQ) or Remote**Position Type:** Permanent/full-time

Who we are: The Freshwater Trust (TFT) is a non-profit leader in watershed analysis, restoration/conservation program design, and implementation. Our team members are building tools and creating and testing new solutions that will help to create resiliency in our rivers. With a mission of preserving and restoring freshwater ecosystems, our approach is driven by science, data, and results (see our [Core Values](#)).

With headquarters in Portland, Oregon, TFT employs 45+ team members across Oregon, Idaho, Washington and California. We currently have three physical offices in Portland, Ashland, OR and Sacramento, CA. Our team members range in background and skillset; teams include a philanthropy and fundraising team, communications team, science and analytics team, restoration team, legal team, finance team, and administrative and systems support.

Who you are: An experienced and independent fundraiser equipped to lead continued funding growth for our critical environmental resiliency work. This person will work from a home office in the Western United States, building and managing a portfolio of key relationships and donors in the region. The Director reports to the VP of Initiatives and will work closely with another Strategic Philanthropy Director as well as our Campaign Director, Communications Director, and President.

The Strategic Philanthropy Director will be responsible for identifying, qualifying, cultivating, soliciting and stewarding major gifts and fund investments, both within and outside of a formal fundraising campaign. They will develop long-term philanthropic relationships with individual major donors, foundations and family offices with a capacity to support TFT with transformative gifts, grants and investments. A successful candidate will have a strong understanding of the role philanthropy and/or impact investment can play in fulfilling an individual's or entity's distinct objectives in alignment with the goals of TFT. They should be creative and persuasive in presenting opportunities and organizational needs to donors, foundations and investors, and capable of developing revenue strategies that are aligned with TFT's current programs and vision for the future.

Position Responsibilities:

- Build, manage and solicit a portfolio of major gift prospects, foundations and family offices across the Western U.S.
- Engage in a high level of direct prospect contact via in person meetings, telephone, and email communications
- Work collaboratively with, and in support of, TFT staff, volunteers and Board members to cultivate and solicit prospective donors, funders and investors
- Strategically engage TFT staff to understand, articulate, and share with donors/funders/investors the impact of their contributions
- Track, update, and report on activities in Salesforce

- Administrative responsibilities include travel and small event planning, donor visits and stewardship activities, drafting proposals and managing internal budgets, and leading cultivation and stewardship gatherings.
- When safe to do so, travel may be required for this position, and at times travel may be expected on short notice. Travel and other work-related assignments may include nights and weekends.

Skills and Qualifications:

- 10+ years professional experience including a minimum 3 to 5 years of experience either frontline fundraising (managing a portfolio of donors, developing/stewarding long-term donor relationships, and soliciting major gifts/investments) or other types of aligned expertise, including but not limited to past work in conservation finance, work with foundations, fund development, and deal structuring.
- Highly motivated and disciplined self-starter who thrives in independent working environment and structure
- Strategic thinker, solid planner, creative problem-solver, and strong communicator
- Committed to building and sustaining donor-centric relationships
- Knowledge of or background in environmental restoration, conservation, water management, markets or finance preferred but not required

Seeking Perseverant, Creative and Energetic Candidates Who:

- Ability to maintain strict confidentiality and adhere to high ethical and professional standards
- Have a passion for the mission and values of the organization.
- Hold legal authority to work permanently in the US.
- Are fully vaccinated against COVID-19.

Compensation:

- Competitive salary based on experience.
- The Freshwater Trust believes in investing in our employees, their health, and future through our benefits offerings. Our total rewards package includes full health and dental coverage, automatic retirement employer contributions, commuter benefits and cell phone reimbursement. Because we are all in, we value getting out, and support our staff with 5 weeks of paid time off plus over 10 paid holidays per year. We also offer perks such as staff retreats, sabbatical for full time staff after seven years, and professional development opportunities.

Application Instructions:

Please provide a cover letter and resume (including references) at:

<https://app.smartsheet.com/b/form/124a2d1d7eb74f15b6326d7a2c017418>

The Freshwater Trust is an equal opportunity employer and does not discriminate in its selection of candidates for employment on the basis of race, color, national origin, religion, sex or sexual orientation, marital status, disability, age, military service, family medical history, legal source of income, gender identity, political affiliation, or family leave obligations.