



MISSOURI BOTANICAL GARDEN

POSITION OPPORTUNITY: Director of Development

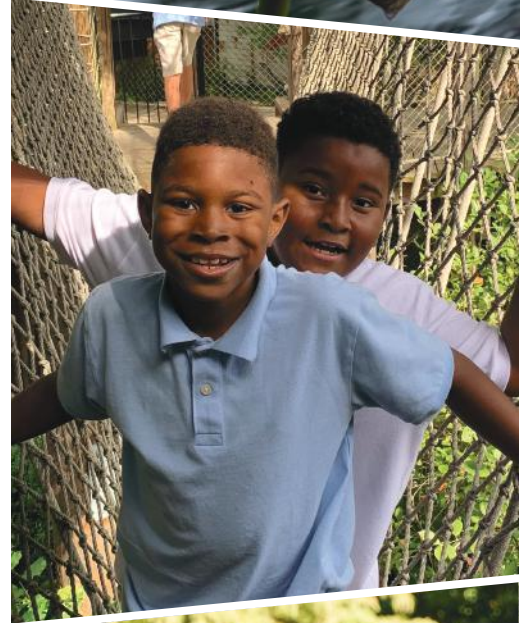
Want to work in one of the most beautiful places in the St. Louis area? The Missouri Botanical Garden is seeking an expert fundraising professional with key leadership skills to fulfill the second highest role in its office of Institutional Advancement. This will be an exciting opportunity to inspire your team to achieve the fundraising critical to support one of the top three botanical gardens in the world for research, education, and conservation.

With almost 50,000 members and donors, the Garden inspires some of the broadest support of any cultural institution in this region.

The Director of Development works directly with the Senior Vice President for Institutional Advancement to set the course for the Garden's philanthropic objectives and strategies.

THE GARDEN

Beyond its international role, the Garden is a beloved oasis in the city, a place of beauty and family fun. In addition to the 79 acre garden, there are two other properties: the Sophia M. Sachs Butterfly House and the Shaw Nature Reserve. The Garden's herbarium holds one of the world's largest collections of plant specimens.



“To discover and share knowledge about plants and their environment in order to preserve and enrich life.”

–mission of the Missouri Botanical Garden

THE DIRECTOR OF DEVELOPMENT

We seek an expert fundraising professional with key leadership skills to motivate a team to achieve challenging goals.

The Director of Development:

- Oversees all activities of the Garden's fast-paced Institutional Advancement Division's Development Team including corporate, planned giving, major giving, and annual leadership giving.
- Leads a staff of five, including Manager Annual Leadership Giving, Manager Corporate Relations, and two Individual Giving Officers.
- Manages identification, cultivation, solicitation and stewardship of donors at \$10,000 and above to build long-term relationships, develop new donor relationships and increase funding.
- Maintains a portfolio of key donors and prospective donors.
- Coordinates closely with Director, Membership and Development Operations, to ensure activities compliment the Garden's membership programs and are consistently communicated.
- Fosters a culture of cooperation and collaboration within the Institutional Advancement Division.
- Builds effective partnerships with the mission areas of the Garden including Science and Conservation, Education, Horticulture, Shaw Nature Reserve, and the Butterfly House.
- Possesses excellent leadership, judgment, collaboration, operational, and strategic planning skills.
- Reports to the Senior Vice President for Institutional Advancement.

COMPENSATION

This position starts at an annual salary of \$100,000+ and offers excellent benefits and the opportunity to take advantage of this world-renowned Garden and its programs.

TO APPLY

1. Submit a resume and cover letter that express your interest and qualifications for the position to prich@emdconsulting.com. Candidates will be considered on a rolling basis. Subject line must read: Missouri Botanical Garden.
2. Please see the detailed job description at mobot.org/jobs.

