



Position Opening at BARN: Development Director

BARN is hiring its first Development Director. This is a full-time position, including some weekend and evening responsibilities. The location is in-person with the potential for some remote working as appropriate.

Bainbridge Artisan Resource Network (BARN) is a community of artists and craftspeople spreading the joy of creativity, learning, and service. We operate well-equipped facilities uniting ten different craft disciplines: woodworking, fiber arts, metal fabrication, print & bookmaking, jewelry & fine metals, media production, writing, cooking & baking, electronics & technology, and glassmaking. Our programming and facilities are open to members and the public, and we support our community through public service projects.

The Development Director will work with the Executive Director and Board to improve our development operations and build a mature development program to support BARN's growth plans and operations for decades to come. We are looking for an experienced fundraising professional with a track record of achieving grant and fundraising goals, the organizational skills to create and manage new systems, and the communication skills to build authentic relationships with our diverse community.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Expand the donor base and develop a successful donor retention program
- Oversee all philanthropy events
- Create and manage the development budget
- Partner with the Marketing Director to execute direct and digital marketing campaigns with measurable results
- Develop and implement BARN's annual giving plan
- Evaluate BARN's donor base and implement a plan to segment and engage them with targeted strategies
- Measure and increase levels of donor commitment
- Design and implement reporting tools to measure all aspects of philanthropy operations
- Set organizational goals for acknowledgment and recognition; create the process and workflows to achieve those goals
- Raise awareness of BARN's mission regionally and nationally

REQUIRED QUALIFICATIONS:

- Bachelor's degree or higher in arts, education, communications, nonprofit management, business, or related field
- Minimum three years of fundraising experience
- Consistent history of meeting fundraising goals
- Experience writing grant proposals and a track record of accepted proposals
- Strong organizational skills and attention to detail
- The ability to create and manage systems
- Record of strong financial stewardship
- Strong communication skills, including the ability to build relationships and confidently ask for commitments
- Demonstrated commitment to BARN's mission

PREFERRED QUALIFICATIONS:

- Previous experience building fundraising operations at a growing nonprofit organization
- Deep knowledge of the local community
- Expertise with a variety of donor management systems
- Advanced degree in a related field

Hours: 40 hours per week, on average, including some weekend and evening responsibilities

Location: In-person with remote work as appropriate

Pay rate: \$60-75,000 / year, depending on experience

Reports to: Executive Director

APPLICATION REQUIREMENTS:

Submit a cover letter and resume to:

Grae Drake

Executive Director, BARN

graed@bainbridgebarn.org

BARN is an Equal Opportunity Employer and welcomes applications from qualified individuals without regard to race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, disability, pregnancy, genetic information, marital status, amnesty, or status as a covered veteran in accordance with applicable federal, state, and local laws. We encourage diverse applicants because we believe having a staff that authentically reflects the community we seek to serve is essential to our ability to be culturally responsive.