



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 for donor events. The location is in-person at BARN's Bainbridge Island facility.

Bainbridge Artisan Resource Network (BARN) is a thriving community that brings together people, tools, learning, and inspiration in a welcoming space to create, collaborate and connect. Our mission is to foster community through craft, learning, and service. To accomplish that mission, we:

- Maintain a well-equipped facility with a variety of craft studios,
- Provide public access to all studio spaces,
- Teach classes to build skills and relationships, and
- Support community organizations through community service projects.

Our staff of 15 works with hundreds of volunteers to produce more than 3,000 classes and events, provide open studio access for over 6,300 hours each year, and to maintain a world-class public-access facility. About 60% of BARN's growing \$2.5 million operating budget is supported by program revenue, with the remaining 40% supported by our annual fundraising.

The Development Director will work with the Executive Director and Board of Directors to lead our annual and capital fundraising. We're looking for an experienced fundraising professional with a track record of achieving fundraising goals, the organizational skills to improve and manage new systems, and the communication skills to build authentic relationships with our diverse community.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Align BARN's fundraising strategy with BARN's strategic goals,
- Develop and manage the annual fundraising department budget
- Steward major donors and grow BARN's major donor program,
- Create the campaign strategy for and oversee the execution of BARN's future capital fundraising campaigns,
- Plan BARN's annual fundraising campaign,
- Manage BARN's Development Coordinator,
- Manage volunteer and contract grantwriters
- Engage and support Board members in their fundraising roles,

- Manage and coordinate volunteer fundraising efforts,
- Oversee philanthropy events, like BARN's annual "Night at BARN" fundraising gala,
- Partner with the marketing team for fundraising communications,
- Design and implement new fundraising systems & processes,
- Raise awareness of BARN's mission.

REQUIRED QUALIFICATIONS:

- Bachelor's degree or higher in a field like arts, education, communications, nonprofit management, business, or equivalent experience,
- Five years of fundraising experience,
- Strong organizational skills and attention to detail,
- Experience directly supervising fundraising staff,
- The ability to create and manage systems and processes,
- Record of strong financial stewardship,
- Strong communication skills, including the ability to solicit and secure major gifts,
- Demonstrated care for BARN's mission

PREFERRED QUALIFICATIONS:

- Fundraising leadership experience at a growing nonprofit organization
- Expertise with donor management or contact management systems
- Success with \$10m+ capital campaigns

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

Location: In-person with remote work as appropriate

Pay rate: \$110-130,000 / 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.