Position announcement

DEVELOPMENT DIRECTOR

Cofan Survival Fund

The Cofan Survival Fund (CSF) supports the work of the Cofan people and the Ecuador-based Foundación Sobrevivencia Cofan (FSC) – protecting the one million acres of pristine Ecuadorian rainforest under Cofan management and stewardship. Of critical environmental importance globally, this land contains over 20,000 different species of animals and plants and keeps 90,000 metric tons of C02 out of our atmosphere each year.

Cofan rangers patrol these lands to stop the illegal logging, metal mining, colonization, oil drilling, and chemical pollution that, if unchecked, will spell the destruction of this environmentally-significant territory. FSC efforts also include recovery of a river turtle population decimated by over-hunting for markets and developing community-based ecotourism. FSC partners with conservation scientists to study the region and monitor environmental threats and educates the young Cofan who will be the future leaders of this work.

A long-time recipient of grants from The Nature Conservancy, USAID, MacArthur Foundation, and others, FSC has recently won the MacArthur Foundation's Award for Creative and Effective Institutions. FSC now intends to complement foundation support with private contributions.

To this end, its U.S. partner, CSF, is seeking a director of development to shape and carry out efforts to raise private funds in the United States and on-line donations globally. This is a U.S.-based full-time position reporting to the CSF board of directors. The position will require minimal U.S. travel; flexible hours are possible.

RESPONSIBILITIES

- With the CSF board of directors, determine development goals for CSF and develop and implement an ambitious plan for meeting them, including establishing priorities, timelines, and short- and long-term work plans.
- In coordination with the FSC office in Quito, establish and maintain a donor database, including researching and advising on the purchase of a fundraising software program.
- Establish a major donor program, including organizing, encouraging, and supporting CSF board members in their donor cultivation and solicitation responsibilities. Share with CSF board members the responsibility for identifying prospective major donors and developing strategies for cultivating them.
- Identify opportunities for, arrange, and manage, media and other speaking appearances in the U.S. for the FSC executive director with the intent of raising awareness of Cofan work, soliciting contributions, increasing the database of supporters, and establishing an annual fund campaign when appropriate.
- With the FSC Quito office, expand the e-mail list in order to raise awareness globally, drive people to the Cofan website, and generate membership in the on-line contributions program, the Campaign for 5000.

QUALIFICATIONS

- B.A. degree; a minimum of five years' successful fundraising; experience with a wide range of development activities is preferred as is experience staffing a small board of directors or a development committee.
- Proven ability to shape and manage a fundraising program, experience setting goals and achieving results.
- Superb organizational, planning, communication, strategic, interpersonal, and collaborative skills. Fluency with technology and social media are critical as is familiarity with fundraising software.

PERSONAL QUALITIES

The successful candidate will be a smart, energetic, flexible, and highly-organized self-starter with a keen interest in environmental and conservation work. He or she will thrive on the opportunity to work with others in shaping a new undertaking while remaining focused on the details effective fundraising requires.

This position is available immediately.

The Cofan Survival Fund is an equal opportunity employer.

Further information about The Cofan Survival Fund is available at *www.**cofan**.org*.

Those interested in this position may call with questions or send a cover letter and résumé by e-mail to:

cofan@himmelfarbgroup.com, **to the attention of Susan Himmelfarb.**

The Himmelfarb Group 708-848-0086 ***www.himmelfarbgroup.com***