

Rainmaker Job Description

The role of the Rainmaker is to increase their host organization's membership base and individual donor revenue stream by implementing a comprehensive fundraising plan. Job duties will vary according to the host organization, but will likely include a combination of:

- creating and managing donor information database;
- managing renewals;
- sending out thank you notes;
- coordinating direct mail and special appeals;
- event management;
- grant writing;
- tracking and analyzing measurables;
- media relations and publicity;
- marketing;
- Board fundraising development;
- volunteer coordination; and
- online fundraising.

Rainmakers are responsible for meeting the objectives as defined by their host organization and will receive ongoing support and training so that they have the skills and abilities to meet their responsibilities. Rainmakers will receive an intensive introductory training and ongoing training, support, and mentoring. The introductory training will involve two weeks of in-person training by experts, coupled with time for new Rainmakers to spend in their partner organizations. After the initial training, Rainmakers will continue to receive follow-up trainings in the form of three 3-day mini-trainings each year, and will receive support and informal training through group conference calls monthly and bi-weekly check-in calls with the Rainmakers Coordinator.

Location

Rainmakers will be placed with an organization in one of the following locations:



Bynum with Haw River Assembly



Raleigh with Neuse River Foundation



Charlotte with Catawba Riverkeeper Foundation



Washington with Pamlico-Tar River Foundation



Jacksonville with New River Foundation



Wilmington with Cape Fear River Watch

Qualifications

The ideal applicant will have the following skills and characteristics:

- effective communication skills, including strong writing skills;
- passion for the mission of grassroots watershed groups;
- a balance of good people skills with attention to detail;
- ability to travel extensively within the watershed and occasionally around the state; and
- a college degree.

Compensation

Rainmakers will be paid \$25,000 in Year One and will receive a 5% cost of living wage increase each year.

They will also be reimbursed up to \$300 a month for health care, with a 10% increase each year.

Successful candidates will be asked to make a two-year commitment to the program, but will be eligible to stay in the program for a third year if both the Rainmaker and partner organization are satisfied with the arrangement. Upon successful completion of Year Two, including meeting benchmarks, Rainmakers will receive a \$2,000 bonus and a 7% pay increase for Year Three.

Deadline for applications is 5 pm on Friday, April 11th. Completed applications (including application form, resume, and brief writing sample of two pages or less) must be emailed to heather@nconconservationnetwork.org.