

Roundup River Ranch
Director of Development and Marketing

A new member of Association of Hole in the Wall Camps, Roundup River Ranch is a year-round camp for children with chronic and life-threatening illnesses. The camp opened in Gypsum, CO during the summer of 2011 after the completion of a successful \$20 million capital campaign and construction process. Founded by Paul Newman, the Association of Hole in the Wall Camps is a network of 14 camps nationally and internationally that comprise the largest family of camps serving children with medical needs in the world. Together the camps have reached over 337,000 children and family members affected by a serious illness since the founding of the first camp in 1988. Each Hole in the Wall camp is an independent entity reporting to its own Board of Directors. All programs are free of charge.

The Position

The Director of Development and Marketing is responsible for building and sustaining an ongoing comprehensive development strategy and program to support Roundup River Ranch's \$2 million plus annual budget. The Director is responsible for creating the necessary infrastructure at the Board, volunteer and staff levels to support achieving the annual fundraising goals; setting and achieving annual goals; and ensuring that proper fundraising policies and procedures are in place. In addition, the Director of Development and Marketing will oversee all aspects of Roundup River Ranch's marketing, communications, public relations, promotions and advertising activities, as well the creation and dissemination of necessary collateral to support all of the above efforts. The director supervises a development and marketing team consisting of four full-time and one part-time staff members. The Director of Development and Marketing reports to the CEO and can either be based in the Vail Valley area or the Denver metropolitan area. However, weekly travel between the two locations and elsewhere is to be expected.

Qualifications

The successful candidate will possess a bachelor's degree (master's preferred in appropriate field); minimum of five to seven years of experience in fundraising, with a demonstrated track record of securing major and annual gifts and leading a development team to achieve fundraising objectives. The ideal candidate will have experience cultivating and retaining relationships with individual donors, foundations and corporations; experience with annual fundraising campaigns and strategies; experience working with boards and leadership volunteers; knowledge of ethical practices in cultivation and solicitation management; excellent communication skills including the ability to make presentations (both written and verbal); computer proficiency and experience with Raiser's Edge; creative, self-starting, results-oriented; committed to working as part of the Roundup River Ranch team; and ability to manage time and multiple tasks effectively. A candidate should have a strong passion for Roundup River Ranch's mission.

Application and Nomination: Review of applications will begin immediately and will continue until the position is filled. Please submit a resume and cover letter to Adrienne Rackley at Adrienne@roundupriverranch.org. Martha Smiles, Executive Search Consultant is assisting Roundup River Ranch with this search. Confidential inquiries and/or nominations for this position may be made with her at Martha@marthasmiles.com or (203) 255-0366.

Please visit Roundup River Ranch's website at www.roundupriverranch.org

Roundup River Ranch is an affirmative action, equal opportunity employer.