

## **Roundup River Ranch Seeks Director of Development and Marketing**

A member of Paul Newman's Association of Hole in the Wall Camps, Roundup River Ranch, is a free, year-round camp for children with chronic and life-threatening illnesses. The camp opened in Gypsum, CO during the summer of 2011 after completing a successful \$20 million capital campaign and construction. Paul Newman's Association of Hole in the Wall Camps is the largest family of camps serving children with medical needs in the world.

### **Position Summary:**

The Director of Development and Marketing is responsible for building and sustaining an ongoing development strategy and program to support the camp's \$2 million plus annual budget, 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 current development and marketing team consists of 4 other full time positions and 1 part-time position. This position is responsible for leading and managing the team and achieving agreed upon development and marketing goals annually.

### **Qualifications:**

Specific qualifications include a college 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 the camp's mission.

This position reports to the CEO and can either be based in Avon, CO or the Denver metropolitan area and will require travel between those two locations and elsewhere.

Please submit cover letter and resume to Adrienne Rackley at [Adrienne@roundupriverranch.org](mailto:Adrienne@roundupriverranch.org).