

Senior Development Officer

From 59th Street to 181st Street, from riverfront to city-side we work to enhance this Olmsted gem for present and future generations. Whatever it needs, Riverside Park Conservancy is by its side. Think of us as its gardener. Its advocate. Its sustainability manager. Its art curator. Its historian. Its visionary. And its guardian.

We work side-by-side with the New York City Parks Department, and we make improvements as diverse as the park itself and the city it serves. With the dedication and generosity of neighbors and park lovers like you, we can elevate your park experience and preserve this historic treasure for generations to come.

Position Summary

Riverside Park Conservancy is looking to hire a Senior Development Officer (SDO), who will report to the Director of Development.

The SDO is a position with substantial fundraising and communication responsibilities. The candidate will be a strong and convincing writer who can meaningfully lift up our mission to potential funders and steward our long-standing supporters, ensuring that our values are at the forefront. A perceptive and careful listener, the SDO is also adept at identifying big and small opportunities to strengthen connections between our supporters, neighbors, and our work.

The ideal candidate will be involved with implementing and growing new development projects such as: wealth screening, grant writing, event coordination, data management, and prospect research and other key elements of development support.

Primary/Essential Responsibilities and Duties

Primary responsibilities include but are not limited to:

- Managing and growing the donor portfolio by researching, qualifying, and cultivating donors
- Managing relationships with and stewarding current donors
- Developing and implementing a strategic plan for identifying and cultivating donors for general operating support, special projects, events, multi-year efforts, and planned giving
- Working collaboratively with development team to build and maintain the donor database, including tracking the donor pipeline, wealth screening, and progress toward individual giving goals
- Be responsible for coordinating the ordering of development collateral and issuing to donors
- Working collaboratively with development team on all fundraising activities including salons, events, and annual spring benefit
- Writing effective proposals and solicitations, reports, grant applications, acknowledgements, and other donor-related communications

Required Skills and Qualifications

- Excellent written and verbal communication and interpersonal skills
- Five years of development experience
- Proven track record securing gifts, as well as networking and building relationships with current and prospective donors
- Ability to perform with a high level of discretion and integrity
- Proven ability to think strategically and effectively carry out initiatives
- Strong organizational skills and the ability to prioritize to meet deadlines
- Knowledge of fundraising database management

Physical Requirements and Working Conditions

- Hybrid work environment – office, remote, and Riverside Park
- Will require some evening and weekend work
- Local travel within NYC for meetings and special event attendance required

Salary Range: \$68,000 - \$75,000

To apply for this role, please submit your resume along with a cover letter, detailing your interest in and fit for the position to jobs@riversideparknyc.org. Include “Senior Development Officer” in the subject line.

Riverside Park Conservancy affirms, without reservation, the principles of equal opportunity in employment, and will not discriminate against qualified candidates for any unlawful reasons, including race, religion, gender, national origin, age, or disability.