

CAROLINA PUBLIC PRESS

INDEPENDENT, IN-DEPTH & INVESTIGATIVE REPORTING FOR NC

Carolina Public Press seeks a full-time Development Director to grow and nurture our network of donors and sponsors who believe in the future of independent, in-depth and investigative journalism in the public interest across North Carolina. This is an exciting opportunity for a rising leader in fundraising who likes the idea of advancing Carolina Public Press and the mission of nonprofit, independent nonpartisan journalism in North Carolina philanthropy.

Carolina Public Press launched in 2011 as a western North Carolina-based news organization. In 2018, we moved statewide, so the Development Director has the challenge and opportunity to expand and develop long-time and new supporters of the organization across the state. As a top-level member of the executive team, you will be responsible for growing the revenue base of donors and sponsors by working with the executive director and board of directors to build a statewide major gifts program, manage the mid-level and major donor portfolio, and build a creative underwriting and sponsorship program.

Our Development Director may be based anywhere in North Carolina.

As the Development Director, you will:

Report directly to the Executive Director. Expect to spend 75% of your time on donors and 25% of your time on sponsorship and underwriting opportunities. Development work is also supported by contract grant writing and is the core focus of the Executive Director. Specific work includes:

- Development, management and implementation of annual and end-of-year giving campaigns, including copy writing, editing, production and distribution of digital and physical appeals.
- Hands-on and personal work to qualify, cultivate, solicit and steward individual mid-level and major gifts at the 4-figure and above level, from the identification phase to the solicitation phase, including supporting the Executive Director and board members to do the same.
- Hands-on and personal work to qualify, identify, solicit and steward sponsorship and underwriting programs of relevant Carolina Public Press events and programming.
- Seeking out, initiating, developing and implementing personal and in-person meetings and events to cultivate current and potential major donors.
- Representing Carolina Public Press at various industry events and functions.
- Assisting the Executive Director and Board of Directors in revenue and sustainability strategy development and vision to meet short-term revenue projections and long-term goals.

We are seeking a team member who:

- Has 3-5 years of experience in fundraising and solicitation for a statewide organization or cause. Relevant experience in news or a relevant field, such as public media, communications and journalism education, civil society causes or other public affairs organizations, is not required but would be a plus.
- Is interested in and supports the role of in-depth and investigative reporting in a working democracy and can get up to speed quickly about Carolina Public Press's place and role in the news ecosystem in North Carolina.

- Is motivated by a challenge and thinks creatively, sets measurable goals, experiments, implements, learns, evaluates ... and tries again. You can identify opportunities and act quickly while also prioritizing among many pressing opportunities to make decisions.
- Is comfortable working independently but has the initiative to ask questions and communicate. You can manage your own time, create your own structure and solve problems. You take the initiative to learn more about the news, its impact on the community, and can think creatively and quickly about how to tell that story to past, current and potential donors and sponsors.
- Is comfortable working at a news organization that seeks, as a fundamental part of its mission, to produce journalism about some of the biggest issues facing our state, which may include malfeasance, corruption and injustice and the action or inaction of local, state and federal elected and public officials. Recent example: [Seeking Conviction: Justice elusive for NC sexual assault survivors](#).
- Has outstanding writing and presentation skills and the confidence to lead small and large groups. Training in journalism or marketing communications is not required but would be a plus.
- Wants to be a local, statewide and national leader in the field of nonprofit journalism revenue development.
- Can use data analytics and customer relationship management tools and is comfortable with spread sheets and financial projections.
- Is able and willing to travel around North Carolina to meet with donors and sponsors and to attend Carolina Public Press events and staff meetings, on average once a month.

Compensation and conditions

This is a full-time, salaried position with flexible work hours and a competitive salary. You may be located anywhere in North Carolina. The Development Director is expected to attend regular in-person meetings. Additionally, some weekend or nighttime hours and travel across North Carolina will be necessary, as the Development Director will attend community events, meetings and events outside the office.

Benefits include a stipend to be used at your discretion (for cell phone or health insurance, for example); support for professional training, networking and industry conferences; generous paid time off and sick leave.

About Carolina Public Press

Carolina Public Press is a statewide nonprofit online news organization based in Asheville, N.C., dedicated to independent, in-depth and investigative news built upon the facts and context North Carolinians need to know. Our award-winning, breakthrough journalism dismantles barriers and shines a light on the critical overlooked and under-reported issues facing our state's 10.2 million residents.

Launched in 2011 with a focus on western North Carolina, the organization announced in 2018 that it is expanding to a statewide organization. This is a transformational time of growth for the organization, and there's a lot of excitement in our organization for the work ahead. We are a highly motivated, ambitious and productive team, and we're excited to welcome a new team member to help us last for the long term and meet and exceed our revenue and sustainability goals.

Carolina Public Press is dedicated to a diverse and inclusive workplace and encourages people of all backgrounds to apply.

To apply

Applications will be accepted online through this short form, where you may also upload your cover letter, resume and three references: <https://forms.gle/2cYHELqHuZoCA7Es8>. The position will remain open until it is filled; initial interviews are expected to begin in late July 2019.