



Regional Director of Development,
Greater New York

Appalachian Mountain Club

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BOSTON | NEW YORK

Appalachian Mountain Club seeks an accomplished and motivated Regional Director of Development to help increase organizational mission impact in the Greater New York region.

About Appalachian Mountain Club

Appalachian Mountain Club is an outdoor group dedicated to fostering the protection, understanding, and enjoyment of the outdoors. Since its founding until today, AMC has envisioned a world where our natural resources are healthy, loved, and always protected, and where the outdoors occupies a place of central importance in every person's life. AMC's theory of change is predicated in the belief that people who recreate in and enjoy the outdoors are more likely to care about conserving it.



AMC's focus is on protecting the mountains, forests, waters, and trails in the Northeast and Mid-Atlantic regions, but the organization's advocacy work has national impact. AMC is supported by nearly 100,000 members organized into twelve chapters from the Washington DC area to Maine, as well as thousands of volunteers who lead outings, train people in outdoor skills, maintain trails, and advocate for the outdoors.

Founded in 1876, AMC is the nation's oldest outdoor recreation and conservation organization. In its time, AMC has developed a track-record of conservation achievements, including the creation of the eastern National Forests, the passage of the Highlands Conservation Act, and the permanent authorization and full funding of the Land Water Conservation Fund last year

Appalachian Mountain Club, New York

Over the past decade under President & CEO John Judge's leadership, AMC has placed a greater emphasis on growing its mission impact in the New York metro-area.

Five years ago, under an agreement with the Palisades Interstate Park Commission, AMC opened the AMC Stephen and Betsy Corman Harriman Outdoor Center on Breakneck Pond. Originally used as a getaway for bank executives in the 1930s, and more recently serving as an overnight destination for city dwellers looking for a quick escape, Baker Camp, located on the shores of Lake Sebago in Harriman State Park, fell into disrepair and closed in 2017. Now, AMC is embarking on a \$12 million campaign to fully renovate the camp and transform it into a multisport, low-barrier oasis for individuals, families, and groups to get outdoors.



Beyond the growing work in Harriman State Park, AMC has hundreds of engaged volunteers in the New York/Northern New Jersey, Connecticut, and Delaware Valley Chapters who get tens of thousands of people outdoors and active in the region through a variety of offerings.

For more information about Appalachian Mountain Club, please visit <https://www.outdoors.org/>

About the Position

The Regional Director of Development (RDOD) for the Greater New York region will play a key role in growing AMC's mission impact in the NYC region, specifically by increasing revenue from the region's donors and philanthropic community. The RDOD will serve as the driving force behind the \$12M campaign to establish the AMC Harriman Sebago Outdoor, securing capital gifts of \$25K to \$1M+ and building a pipeline of campaign prospects.



Reporting to the Chief Development Officer, Jennifer Norris, the new RDOD will work with development staff, key volunteers, as well as the Board of Directors to drive revenue in the region. This person will be responsible for developing a portfolio of major and planned gift prospects to support AMC's regional operations as well as securing Annual Fund contributions at the \$10K+ level.

The salary range for this position is \$120,000 - \$150,000.

Key Responsibilities

- Serve as a senior member of AMC's 14-member development team and the key development professional driving strategy and revenue for the NYC market
- Identify, research, qualify, cultivate, solicit, and steward individual donors at the 5, 6 and 7-figure level
- Develop strategies that grow AMC's pool of major donors in the region
- Work to foster a culture of philanthropy and collaboration within the staff and volunteers of the Greater New York region
- Advise on strategy related to AMC events and outdoor excursions in the region
- Help identify, recruit, and involve volunteer leaders who can extend the reach of staff through involvement in the cultivation and solicitation of prospective donors
- Prepare written briefings for senior AMC leadership and key volunteers as needed
- Write gift proposals and stewardship reports as needed
- Secure planned gifts from prospects within their portfolio
- Assist in marketing and communications efforts with the goal of increasing visibility, number of visitors, and community engagement

Key Qualifications

- Minimum five years of development experience
- Proven ability to secure major gifts at the 5 and 6-figure level
- Proven ability to motivate, engage and work collaboratively at all levels with prospect donors, volunteers, senior staff, colleagues and similar constituencies
- Understanding of the importance of building relationships with supporters over the long-term
- Strategic self-starter who works well independently and with others
- Ability to communicate the vital relationship between mission and money

- Commitment to creating an equitable, inclusive, and culturally relevant environment for AMC employees, guests, visitors, volunteers, and other constituents
- Strong attention to detail
- Genuine interest in environmental issues, land conservation, and/or outdoor recreation
- Commitment to fostering diversity, equity and inclusion
- Excellent facilitation and communications skills, both oral and written
- Ability and desire to travel as needed to meet with donors



Founded in 1876, the AMC is the oldest conservation, education and recreation organization in the United States. The AMC promotes the protection, enjoyment, and wise use of the mountains, rivers and trails of the Appalachian region. The AMC encourages the involvement of all people in its mission and activities, through its membership, programs, policies, and procedures.

The Appalachian Mountain Club values diversity, equity and inclusion. We welcome all candidates to apply and we invite the full participation of all individuals currently underrepresented in the outdoor community. This includes, but is not limited to individuals from all backgrounds, cultures, ethnicities, genders, sexual orientations, abilities, and individuals who experience intersectionality with one or more of these identities.

Staff will be required to show proof that they are fully vaccinated against COVID-19 as a condition of employment. The AMC will consider an exemption from the vaccine requirement if they are unable to get vaccinated due to a qualifying medical disability or a sincerely held religious objection. An accommodation or exemption from the vaccine requirement will be considered if one is available that would not pose a direct threat to others in the workplace and would not create an undue hardship for the organization.

Please email your cover letter and resume in confidence to: amc@developmentguild.com

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About Development Guild DDI

For 40 years, Development Guild DDI has consulted to leaders across the nonprofit spectrum. Based in Boston and New York, we have successfully collaborated with more than 650 clients nationwide in the sectors of health & science, education, environment, the arts, and social justice. We are experts in executive search and fundraising and are at the forefront of delivering best practice in these services.

With each engagement, we work in teams tailored to a client's particular needs, providing sector-specific intelligence, cross-sector insight, and hands-on functional expertise. We combine our perspective on nonprofit leadership with our knowledge and experience in both fundraising and executive search. This distinct perspective enables us to deliver the most strategic and measurable impact.

