

**Chief Advancement Officer
Shelburne Farms
Shelburne, VT**



About Shelburne Farms:

Shelburne Farms is an education nonprofit on a mission to inspire and cultivate learning for a sustainable future. Founded in 1972, Shelburne Farms was built on both a vision and a belief. The vision was for a thriving and just world rooted in nature, agriculture, and community. The belief was that education is the path to achieving that vision. From the beginning, Shelburne Farms has offered programs for youth and has served teachers and schools.

As a longtime pioneer in farm-based education and Education for Sustainability, and with an unparalleled campus for learning, the organization now extends its impact by collaborating with organizations and individuals across the globe to advance shared educational goals. Home to the Institute for Sustainable Schools, its historic campus is a 1,400-acre diversified farm located on the homelands of the Winooskik band of the Abenaki.



**Carney
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About Shelburne Farms (continued):

Shelburne Farms' programs have earned national and international recognition from organizations including the United Nations University, and they continue to focus on serving educators—an average of 1,500 each year—who, over the course of their careers, go on to inspire countless students. The Shelburne Farms community is grounded in offering learning experiences that sow the seeds for a thriving and more just world. Their work seeks to create space, spark conversations, and share stories that inspire educators, students, and learners of all ages to build a better future for everyone. As a working farm dedicated to sustainable and local agriculture, the land—and the ways in which it is cared for and used—offers some of the most powerful lessons in what a thriving future for all can look like.



Chief Advancement Officer

The Chief Advancement Officer serves as a key leader and member of the Shelburne Farms Management Team, working most closely with the President and Executive Vice President. The Chief Advancement Officer will demonstrate and reflect an understanding of and commitment to inspiring and cultivating learning for a sustainable future as they work to align efforts and resources to increase community and philanthropic support to meet the organization's goals.



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Responsibilities:

- Provide leadership for the Development, Communications, PR, and Marketing teams by mentoring, training, and supervising six direct reports and an overall advancement team of 12, while monitoring progress toward desired outcomes.
- Oversee the cultivation and stewardship of donor relationships with Shelburne Farms
- Manage a portfolio of major donors/prospects.
- Oversee the creation of clear and compelling communications on all platforms to advance the work and impact of Shelburne Farms as a nonprofit organization dedicated to Education for Sustainability.
- Oversee annual development and communications work plans and budgets, including 5 million + for Annual Fund, and other gifts and grants
- Oversee strategy development and implementation of phase two of the Campaign for Shelburne Farms. Phase 1 was recently completed and closed significantly over the 50-million-dollar goal.
- Ensure all Communications, PR and Marketing reflect Shelburne Farms' integrated storytelling, core values, and guiding principles to inspire learning for a sustainable future.
- Oversee the use of Raiser's Edge as a CRM to manage all the ways that donors, educators, program participants, guests, visitors, and customers engage with Shelburne Farms.
- Collaborate on grant writing and management.
- Collaborate on developing policies, systems, and procedures to guide the effective, ethical operation of Shelburne Farms' Advancement Office.
- Serve as an ambassador for Shelburne Farms.



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Qualifications:

- Demonstrated success in nonprofit organization advancement work, including planning and executing annual funds and capital campaigns, program related communications and storytelling, grant writing, public relations, and marketing.
- Experience managing a team.
- Experience cultivating, soliciting and stewarding relationships with a portfolio of high-net-worth individuals.
- Experience and interests related to Education for Sustainability.
- Demonstrated team leadership abilities and strong communication/interpersonal skills.



Note: This job description is not intended to cover all of the activities, duties, or responsibilities that are required of employees at Shelburne Farms

Compensation:

Shelburne Farms offers a comprehensive benefits package. The current salary range for this position is \$125,000-\$135,000. Final salary will depend on several factors, including a candidate's qualifications, skills, competencies, experience, and farm campus housing availability.



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Interested Persons Contact:

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All inquiries and nominations are kept confidential

Shelburne Farms is an Equal Employment Opportunity Employer and we strongly stand against discrimination and harassment of any kind.



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