



Development Director – Job Description

Background:

New Harvest is a registered 501(c)(3) nonprofit organization advancing technologies to sustainably and affordably feed a growing global population.

New Harvest is well-recognized for advancing cultured meat research. By producing particularly unsustainable food products in a different way, food production can be less resource intensive, more environmentally friendly, better for public health, and more humane.

The organization moves money to innovators, provides a forum for sharing technological innovations, and engages the public in considering the importance of developing sustainable food technologies.

In 2014, operating within a budget of \$58K, New Harvest directed nearly \$2.1M toward innovators working on cultured meat and milk. Significant high impact growth is expected in the coming years.

Job Purpose:

The Director of Development creates and oversees the implementation of a strategic approach to fundraising that may include major gifts from individuals, grants from corporations and foundations, and donations of in-kind resources.

Funds raised to advance New Harvest's mission will be philanthropic and/or academic/scientific in nature. Scientific funding will be sought with close collaboration with the Executive Director and the candidate researchers.

The Director of Development will work closely with the Executive Director to ensure fundraising goals and New Harvest activities are well aligned.

Job Responsibilities:

- Conduct research to identify and qualify prospective donors with capacity and inclination to make philanthropic contributions.
- Lead outreach to major gift prospects, including cultivation, solicitation and stewardship of gifts of \$10-100K+.
- Build deep relationships with partner organizations and academic researchers to determine appropriate areas of alignment between their work and prospective donor motivations, interests and goals.
- Develop and implement a board member strategy to ensure appropriate levels of involvement in governance and philanthropic activity.
- Cultivate and present proposals to corporate and foundation prospects.
- Write or assist in drafting proposals, newsletters, brochures, pamphlets and other materials as necessary; assist with publicity arrangements on important gifts, programs, accomplishments or events

Desired Qualifications

- Bachelor's degree; Advanced degree preferred.
- Minimum of 6-8 years in healthcare, higher education or cause-specific nonprofit fundraising or transferable experience in academic or scientific fields.

Desired Personal Characteristics

- Excellent oral and written communication skills.
- Attention to detail and strong project management skills.
- Ability to adapt language and behavior to a diverse range of prospective donors.
- Intellectually and socially curious.
- Familiarity with technology sector, with special interest in biotechnology, food science, and/or animal welfare.

Salary: Commensurate with experience.

Location: Flexible, preferably in the Bay Area or on the East Coast

To Apply: *Please send a resume and cover letter to info@new-harvest.org with subject heading: Development Director Application*

