

November 29, 2021



**PUBLIC AFFAIRS RESEARCH
COUNCIL OF LOUISIANA**

PAR Seeks Director of Development

Position Overview

The Public Affairs Research Council of Louisiana (PAR) is seeking a Director of Development to lead fundraising programs for the nonprofit, non-partisan educational public policy organization. The Director of Development will be a vital part of PAR's leadership team who can take the organization to its next stage of development, fulfill its strategic plan and excel at pursuing PAR's mission.

Responsibilities

General Fundraising Duties

- Assume the primary role for organization fundraising, foremost by recruiting and sustaining large grants, donations and memberships
- Manage strategies and activities for donor cultivation, solicitation and relations
- Organize and manage annual giving, endowment and capital campaigns, special projects and other organization solicitations
- Identify and link funders to PAR's programs, initiatives, products, services and research & education projects, as appropriate
- Innovate fundraising opportunities
- Write and edit correspondence, grant proposals, donation solicitations and assist with publicity materials

Special Events

- Take the lead role in fundraising for PAR's annual conference and luncheon, including presenting and table sponsors
- Develop and raise funds for new PAR events
- Assist with coordination of PAR's public events

Grant Development

- Cultivate private grant opportunities among state and national foundations and corporations
- Maintain strong contacts with grantees
- Track and meet grant and donor timelines and requirements for full compliance with deadlines and fundraising stipulations

Relationships

- Establish ongoing relationships with major donors
- Maintain fruitful contacts between major donors and the PAR President
- Work with the Membership & Development Committee of the Board of Directors to develop strategies to initiate and meet fundraising goals.
- Assist the Board with maintaining major donors and soliciting new donors and members
- Occasional travel
- Seek opportunities and provide guidance to improve and publicize PAR's image

Skills and Qualifications

- Nonprofit fundraising experience
- Strong communicator
- High ethical standards
- Proven ability to build professional relationships
- Demonstrated persistence
- Clear and organized writer and planner
- Efficient event organizer
- Contacts with state and national fundraising sources, or knowledge of them
- Experience with an educational or public policy organization
- Familiarity with state public policy issues
- Experience with donor and member record management systems

The position offers flexible hours, a congenial work environment and the advantage of working with a venerable organization for an important and worthwhile cause. PAR encourages professional development and provides paid membership in the local chapter of the Association of Fundraising Professionals.

Please submit resume and cover letter by December 17, 2021, to PAR President Steven Procopio at steven@parlouisiana.org (225) 926-8414 Ext. 221.



PAR is a private, nonprofit, non-partisan public policy research organization focused on pointing the way toward a more efficient, effective, transparent and accountable Louisiana government. PAR was founded in 1950 and is a 501(c)(3) tax-exempt organization supported by foundation and corporate grants and individual donations. More about PAR at www.parlouisiana.org

