



Director of Development, Midwest  
NRDC  
New York, New York  
<https://www.nrdc.org/>

*Send Nominations or Cover Letter and Resume to:*

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## ***The Opportunity: Join the Movement***

Launched in 1970 at the forefront of the environmental movement, NRDC is the nation's most effective environmental advocacy and action organization.

NRDC has more than 600 scientists, lawyers and policy advocates in the U.S., China and India collaborating in a myriad of large and small ways to protect the environment. NRDC helped to create our nation's environmental laws and has protected communities in every state. Today, NRDC is helping build a new movement that will mobilize and unite lawyers, scientists, community and business partners, NRDC members and activists to advocate for laws and policies that will protect our environment far into the future.

While today's political climate is fraught with numerous attempts to roll back many of the environmental protections NRDC helped establish over nearly 50 years, the organization continues to use its unparalleled legal, scientific and policy expertise to defend these safeguards and spearhead solutions to the most critical environmental threats to the planet's ecosystems and human health. Thus, NRDC is positioned like never

before to confront these new dangers with integrity, honesty, collaboration and the unwavering pursuit of fairness, equity, and justice.

As it approaches its 50th anniversary in 2020, NRDC has completed a strategic plan and is laying the groundwork for a large-scale comprehensive fundraising campaign. Its last campaign ended in 2010 after successfully exceeding its goal of \$400 million and raising a total of \$550 million.

NRDC is making a significant investment in growing its fundraising team. This expansion offers a distinct opportunity to join not only this powerful team of dedicated environmentalists but to also play a meaningful role in advancing this progressive movement.

There has never been a more critical time to join the team that helps create a world where all people have equal access to clean air, clean water and thriving communities.

## NRDC: Its Mission and Its Work

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NRDC works to safeguard the earth — its people, its plants and animals, and the natural systems on which all life depends.

“We combine the power of more than three million members and online activists with the expertise of some 600 scientists, lawyers and policy advocates across the globe to ensure the rights of all people to the air, the water and the wild.”

Charity Navigator awards NRDC its top four-star rating and the Better Business Bureau reports that NRDC “meets its highest standards for accountability and use of donor funds.”

As one of the world’s oldest and most influential environmental advocacy groups, NRDC has propelled many of the biggest strides in environmental law and policy since its founding nearly five decades ago. The organization combines scientific, policy, advocacy and legal expertise to develop analytical frameworks for policies to address the most significant environmental needs: climate change, pollution and human health and the preservation of our natural world. NRDC enacts and enforces policy to solve these challenges through advocacy, litigation, public and membership engagement and movement building.

NRDC staff focus on several areas of our lives affected by assaults to the environment:

- Climate change and clean energy
- Communities

- Health
- Food
- Oceans
- Water
- Wildlife

NRDC attorneys have helped pass the nation's bedrock environmental laws, including the Clean Air Act and the Clean Water Act. The NRDC litigation team has argued all the way to the Supreme Court to ensure those laws are enforced and polluters are held accountable.

NRDC isn't just an organization; it's a global movement. More than 3 million people worldwide are motivated into action through their connection with NRDC. The number of supporters to NRDC is growing as well, as concerned citizens seek out effective ways to try to stop the turning back of environmental protections. NRDC has grown its base of members and activists by 25% in the last year.

## **The NRDC Development Operation: Raising Funds to Change the World**

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More than 60 NRDC Development staff are located in five major cities: Santa Monica; San Francisco; Chicago; Washington, D.C. and New York City. The organization's headquarters is also located in New York in the Chelsea neighborhood.

While currently a leader among environmental groups in the philanthropic support it receives, NRDC recognizes that it can significantly increase funds raised, particularly given the "Trump bump" effect of existing and prospective donors who are concerned about actions taken by the new administration and are seeking to support effective organizations who are fighting back with pragmatic solutions.

With new leadership in place, both at the top of the organization and in Development, NRDC is in the midst of a process to realign and restructure its development operations. A new chair of the Board, Alan Horn, Chairman of the Walt Disney Studios, has recently taken the helm and will partner with a newly reconstituted board development committee.

Among these initiatives are efforts to expand the fundraising staff in order to substantially grow the major gifts program, streamline data processing with the integration of Salesforce and focus on increasing planned giving. Renewed energy put into events and donor relations will support these efforts, as will shoring up support from private foundations.

Beyond the numbers, the development staff at NRDC say to a person that one of the main reasons they enjoy working there is because of their colleagues. The program teams work side by side with fundraisers, making a strong connection between those doing the environmental work and those raising the funds to support that work. Competitive salaries and benefits along with generous PTO and benefits make NRDC a highly desirable place to build a career.

“Many institutions claim they are changing the world,” says one development staff member. “At NRDC, this is truly the case.”

## Position Overview – Director of Development, Midwest

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The Director of Development, Midwest plans, directs and executes NRDC’s major gift program for the Midwest, which currently raises approximately \$2 million annually. The Director is expected to design and execute a major gifts strategy for the region. This will include the effective deployment of two Major Gifts Officers and a Director of Arts Partnerships and Events and leveraging senior leadership to accelerate giving in the region. The Director will personally manage a high-value portfolio of at least 100 donors with capacity to give at the six- and seven-figure levels. S/He will be a member of the senior team of regional Directors of Development and will work closely with colleagues in other regional offices to maximize NRDC’s national brand and reach.

### ***Responsibilities:***

- Under the direction of the National Director for Major Gifts, establish the region’s fundraising goals and clear strategy for achieving them.
- Direct and mentor a team of two Major Gift Officers and Director of Arts Partnerships and Events.
- Manage a high-value portfolio of at least 100 donors with the capacity to give at the six- and seven-figure levels.
- Personally cultivate and solicit major gifts from current and prospective donors.
- Set strategies and timetables for cultivation, solicitation and stewardship of high-level gifts from current major donors and prospects for senior leadership, program staff and volunteers.
- Develop and implement a comprehensive strategy for new fundraising efforts that will expand and diversify the funding base.
- Contribute to the creation of fundraising materials that will resonate with major donors.
- Partner with and support NRDC’s leadership with respect to cultivation, solicitation and stewardship efforts, and utilize their time and talents appropriately; ensure their effectiveness as representatives of NRDC.

- Work with special events and membership teams to plan events in the region that maximize major donor and prospect cultivation opportunities.
- Develop and maintain expert familiarity with programmatic needs, budgets and priorities.
- Serve as a senior representative of the national development team within the Chicago office.

## ***Qualifications:***

The Director of Development must be a highly skilled major gift fundraiser with a track record of successfully and strategically identifying, cultivating and stewarding donors at the \$250K+ level. Other desired skills and qualifications include:

- 10+ years of fundraising experience with a focus on major gifts and a strong familiarity with philanthropic communities in Chicago and other key Midwest cities.
- Ability to manage and mentor staff and to coach fundraisers to increasing levels of success.
- Ability to interface effectively with the highest level of NRDC donors and senior staff members.
- Demonstrated ability to handle multiple, complex fundraising activities simultaneously in a fast-paced environment.
- Strong communication, writing and interpersonal skills.
- Experience with large-scale fundraising campaigns a plus.
- Experience with advocacy or environmental groups a plus.

## ***Commitment to Workplace Diversity and Inclusion:***

NRDC is committed to workplace diversity and inclusion. It is an equal opportunity employer and does not discriminate in hiring or employment on the basis of race, color, religion, national origin, gender, marital status, sexual orientation, age, disability, veteran status, or any other characteristic protected by federal, state, or local law. NRDC offers competitive salaries, excellent benefits, and a pleasant working environment. Salary is based on a nonprofit scale and commensurate with experience.

## ***Background Checks:***

Prior to submitting your resume for this position, please read it over for accuracy. LLLS does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

To learn more, call  
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## Appendix

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### ***NRDC Leadership: Breaking New Ground***

#### **Rhea Suh** ***President***

Rhea Suh became President of NRDC in January 2015, leading the scientists, attorneys and policy experts that make NRDC one of the country's most effective environmental action organizations.

Powered by the support of three million members and activists, NRDC creates solutions and enforces laws that preserve clean air and water, open spaces, public lands and healthy communities for all Americans, regardless of income, ethnic heritage or race.

Under her leadership, NRDC has helped steer high-level discussions that led to the historic global climate agreement in Paris; joined the citizens of Flint, MI, to ensure an end to the city's toxic drinking water crisis; and stood united with a sea of social justice advocates as a presenting partner at the Women's March on Washington, D.C.

Before joining NRDC, Suh served as the Assistant Secretary for Policy, Management and Budget at the U.S. Department of the Interior. She was nominated for the position by President Barack Obama and confirmed by the Senate in 2009. Suh led several cross-cutting initiatives at the department on federal land conservation, climate adaptation, international affairs and youth programs. She was instrumental in launching a complex reorganization of the agency responsible for offshore oil and gas oversight in the midst of the Deepwater Horizon oil spill. She also spearheaded the creation of the department's first Chief Diversity Officer position.

Prior to her appointment to the Department of the Interior, Suh worked at the David and Lucile Packard Foundation, where she created and managed a \$200 million program dedicated to environmental conservation and clean energy in the West. She developed the foundation's strategy for reducing climate change emissions from deforestation and forest degradation. She also established the first-ever collaboration among nonprofits to coordinate conservation efforts across the Colorado River Basin — from the headwaters in Colorado to the delta in Mexico.

Suh developed similarly far-reaching programs at the William and Flora Hewlett Foundation. While there, she designed the foundation's clean energy and climate change initiative and led the effort to create the

Great Bear Rainforest, one of the most successful land-protection campaigns in North America. She also launched a portfolio designed to focus on environmental issues for underserved populations in the United States.

Suh earned her bachelor's degree in environmental science from Barnard College and received a Fulbright Fellowship to research environmental movements in Seoul. She returned to the States and worked as a senior legislative assistant for Senator Ben Nighthorse Campbell, then earned a master's degree in education, administration, planning and social policy from Harvard University.

With her expertise in environmental and public health solutions, Suh is a media commentator making frequent appearances in *The New York Times*, *The Washington Post*, MSNBC, NPR and other outlets.

**Jennifer Bernstein**  
***Chief Development Officer***

Jennifer Bernstein, who joined NRDC as Managing Director of Development in 2016, is a seasoned development executive who has worked in principal and major gifts, board development and fundraising management. Most recently, Bernstein served as the Vice President for Development and Alumni Relations at Pace University, a comprehensive private university with more than 130,000 alumni worldwide. At Pace, Bernstein was the driving force behind securing the largest gift in the university's history, resulting in the renaming of the law school.

However, Bernstein's experience reaches beyond higher education alone to include the arts and environmental advocacy. Bernstein has had the privilege to lead great teams and serve outstanding institutions across a variety of fields. In addition to NRDC and Pace, she has worked for Roundabout Theatre Company, Playwrights Horizons, NYU and CCS Fundraising. The institutions that Bernstein has served range in size from the small but highly successful fundraising shop of Playwright Horizons to her work at the widely recognized NYU Stern School of Business. Bernstein has managed large teams and has worked directly or collaboratively with every functional area of development, including major gifts, corporate and foundational relations, annual giving, stewardship, systems and research.

Bernstein is a graduate of the NYU Stern School of Business and the College of Santa Fe. She has two small children and recently completed her first marathon. She is based in New York.

**Catherine Durand-Brault**  
***National Director of Major Gifts***

Originally from Montréal, Catherine Durand-Brault came to NRDC in the spring of 2018 from the Wildlife Conservation Society, where she played an instrumental role in building WCS's national Major Gifts program. Prior to this, she lived in Europe, where she worked at Care International in London and at the United Nations in Geneva, while starting her career in advertising in one of Canada's largest marketing groups. She holds a master's degree in public communications from the University of Westminster, United Kingdom.

As National Director of Major Gifts, Durand-Brault is charged with the development and implementation of NRDC's major gifts strategy across the country and oversees regional fundraising teams in New York; Washington, D.C.; Chicago; Santa Monica and San Francisco, as well as two national fundraisers covering the remaining markets.