

Development Director – Blue Ridge Public Radio

Blue Ridge Public Radio - the most listened to radio station in the exciting Asheville, NC market - continues its dynamic growth. BPR owns and operates two radio services – BPR News and BPR Classic – across a 13-county region in the beautiful Blue Ridge Mountains. This is a new leadership position at BPR that reflects the success and expansion of the organization and the substantial support we receive from our listeners and donors. We have big plans and are looking for a Development Director to play a critical role in growing revenue for the organization.

Reporting to the CEO, the Development Director will lead all direct philanthropic activity, and will cultivate and broaden BPR's local and regional donor constituencies. As a member of the management team, this position will play an important role in strategic and financial planning and will work closely with the Board of Directors and community partners.

The ideal candidate will be a highly disciplined, organized, and goal oriented development leader to oversee a talented team of experienced fundraising professionals. The Development Director will bring experience balancing multiple priorities and will lead the BPR fundraising team in annual membership, on-air fundraising, major gifts, planned giving, foundation development, and the upcoming capital campaign. In that role, the director will supervise campaign staff and consultants, and work as the liaison with the campaign chair and CEO.

The successful candidate will bring high-level management skills, initiative, and entrepreneurial spirit to the task of raising funds for BPR, and will foster a culture of philanthropy by maintaining and expanding the relationships between donors and the station.

The successful candidate is curious and thoughtful in their work and has demonstrated competencies in team development, information management, project support, donor research and verbal and written communication.

The BPR Development Director will lead a four-person team which will include the Associate Director of Development, the Membership Manager, and the Development Associate.

BPR offers a competitive salary with excellent benefits; a large, enthusiastic, and supportive audience; and a great place to live and work. According to Lonely Planet, Asheville is “known for its welcoming, creative spirit and eclectic architecture...its thriving artistic community and booming food and drink scene – all surrounded by spectacular natural beauty...”

Primary Duties

Manage all activities of the development department including annual membership, major donor gifts, planned gifts, and contributions to the capital campaign.

Personally initiate, cultivate, and steward meaningful relationships with significant prospects and donors, and drive major gift activity.

Organize and administer a capital campaign working with a campaign committee, consultants, staff, and board for a successful outcome.

Strategically identify and advance community engagement activities that strategically promote the organization among existing and potential donors.

Develop, model, and monitor new approaches to development and engage new generations of donors.

Establish and manage the development department's budget and resources and accurately analyze and report key metrics for revenue and support indicators.

Ensure that company ethics and legal obligations are applied to fundraising and financial management.

Foster a positive culture of professional growth that makes BPR a workplace of choice for development professionals.

Qualifications

A minimum of five years as an accomplished development executive with a proven track record of setting and achieving ambitious fundraising goals.

Frontline experience in successfully directing annual giving, major gifts programs, planned giving, and capital campaigns. This includes direct, personal major donor solicitation.

Proven success identifying, researching, and cultivating major gifts prospects from new and current sources, including securing six-figure gifts.

Proficiency with membership management databases and other platforms.

Public media experience is helpful, including the leadership of a highly functioning team

Proven skills in budgeting, revenue forecasting and business plan development.

Excellent verbal, written, organizational and interpersonal skills.

Reputation for fairness and inclusivity.

Bachelor's degree required.

To apply, please submit a letter detailing how your experience and achievements are suited to this position. Attach the letter and a copy of your resume and send them via email to careers@bpr.org

Blue Ridge Public Radio is an Equal Employment Opportunity organization and a certified living wage employer. We provide equal employment opportunity for all qualified current and prospective employees without distinction or discrimination based on of age, gender (including gender identity or expression), sexual orientation, color, race, national origin, religion, disability, military service or veteran status, or other characteristic(s) protected by state or federal law or local ordinance. This policy is reflected in all BPR practices and policies.