



Youth Experiential Training Institute (Y.E.T.I.)

Development and Communications Director

About:

Y.E.T.I. provides access to outdoor recreation for youth in King County by mitigating financial, gender, and cultural barriers. Our programs foster a sense of belonging that helps develop the skills, confidence, and curiosity to thrive in the outdoors and in everyday life.

Y.E.T.I. is seeking a Development and Communications Director to help reach its next level of organizational, financial, and sustainable growth. We're looking for an energetic, creative, and collaborative leader who shares our commitment to provide young people access to their public lands through outdoor adventure.

Over the last decade Y.E.T.I. has been committed to a simple philosophy that all young people deserve access to time in nature. This has led us to focus on public school programming. We have doubled our organization size and students served every year for the last two years. This position will shape the way Y.E.T.I. sustains its growth.

Description:

The Development and Communications Director is responsible for leading Y.E.T.I.'s fundraising, donor engagement, and communication programs and strategies. The role will direct and execute giving campaigns, manage sustaining donor campaigns, and work with business and corporate partners to secure the financial stability of Y.E.T.I.'s programs. They will work with staff and students to understand and capture youth experiences, convey those experiences to supporters, and be the chief storyteller of the organization. Working with the Executive Director and the Board, they will be responsible for identifying additional funding streams that enable Y.E.T.I. to continue to expand and broaden our reach in the outdoor industry and expand Y.E.T.I. supporters. This position's direct impact on our organization will ensure more young people have the opportunity to enjoy the benefits of being in nature.

Compensation \$60,000 - \$70,000, depending on qualifications and experience.

Benefits: Healthcare, retirement, and a flexible work schedule

Location: Burien, WA and remote

Ideal Candidate

The ideal candidate will come with a range of experiences in the fundraising and communications space, have a passion for working with young people, and understand the benefits of providing access to outdoor opportunities. The ideal candidate will be self-starting, creative, and passionate about establishing a solid fundraising program expanding the Y.E.T.I. network of supporters, and growing a brand.

- 5+ years driving development and fundraising strategies
- 2+ years in a leadership role
- Experience navigating and managing Customer Relationship Management (CRM) software
- Demonstrated ability and passion for building relationships and connecting with people
- Strong written and verbal communication skills
- Demonstrated ability to work collaboratively with internal and external stakeholders



Primary Responsibilities:

- Fundraising Strategy
 - Set annual fundraising goals and track progress toward goal attainment
 - Establish and implement annual fundraising campaigns to support Y.E.T.I.'s operations
 - Manage sustaining giving programs
 - Expand initiatives in major gift giving, institutional giving, family foundation, corporate support, and identify new revenue streams
 - Support grant writing contractor
- Donor Cultivation & Management
 - Develop, nurture, and manage relationships with key donors
 - Plan and organize in-person cultivation opportunities and events
 - Analyze donation data and evaluate performance of key campaigns, donor programs & fundraising targets
 - Seek opportunities to expand Y.E.T.I.'s network of supporters
 - Maintain records and refine CRM processes
- Marketing & Community Outreach Strategy
 - Develop communication strategy, maintain brand, and expand brand awareness
 - Oversee process to capture and share student, staff and volunteer stories
 - Collaborate with partners to amplify messaging
 - Oversee communications including donor updates and social media
 - Oversee creation and dissemination of the annual report
 - Collaborate with Y.E.T.I. staff to ensure the website is up-to-date

Apply: Contact jobs@goyeti.org or call 206-530-0019 for more information. Please send a cover letter and resume.