



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

Development Director

About:

Y.E.T.I. provides access to outdoor recreation for youth in King County by **eliminating barriers to outdoor recreation, we ensure that the physical, emotional, and developmental benefits of time in nature can be experienced equitably by all.** For more than a decade we have provided free outdoor clubs, weekend trips, and custom programs in public schools and for community partners in South King County. Our programs foster a sense of belonging that helps develop the skills, confidence, and curiosity to thrive in the outdoors and in everyday life.

In the last two years Y.E.T.I. has expanded the network of public schools we work with and doubled our programming size - allowing our organization to engage with more students in their daily lives. Thus, Y.E.T.I. is seeking a Development Director to create and lead its short and long-term fundraising strategy to support this 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. This position will shape the way Y.E.T.I. sustains and continues to grow to serve the young people in our community.

Description:

The Development Director is responsible for creating and 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 starts at \$75,000 depending on qualifications and experience.

Benefits: Healthcare, retirement, and a flexible work schedule

Location: Burien, WA (Hybrid Remote)

Ideal Candidate

The ideal candidate will come with proven experience in the fundraising space, demonstrating a clear ability to direct campaigns, engage with donors, and sustain partnerships across the community. A passion for working and providing outdoor access to young people is encouraged, but not required. 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 the organization's brand.

Requirements:

- 3-5 years driving development and fundraising strategies that have yielded substantial financial results
- Experience with individual giving, planned giving and/or monthly giving programs
- Proven success with donor prospecting, relations, stewardship and recognition
- 2+ years in a leadership role



- Experience managing a donor pipeline and managing Customer Relationship Management (CRM) software; familiarity with fundraising software and database(s)
- 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
- Community Outreach Strategy
 - Develop outreach strategy, maintain brand, and expand brand awareness
 - Oversee process to capture and share student, staff and volunteer stories
 - Collaborate with partners to broaden our reach and amplify social media messaging
 - Engage with the community by establishing and maintaining a cadence for consistent updates outlining organizational impact and collaboration opportunities
 - 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.