



**Organization:** Ice Age Trail Alliance  
**Position:** Director of Philanthropy  
**Date Posted:** January 19, 2024  
**Location:** Cross Plains, WI  
**Supervisor:** Executive Director/CEO  
**Duration:** Full-time, salaried

**About the Ice Age Trail Alliance:** The Ice Age Trail Alliance (Alliance) was founded in 1958 with the mission of conserving, creating, maintaining, and promoting the Ice Age National Scenic Trail, one of only 11 such trails in the country. The Alliance meets this mission through three core program areas, Trail Development, Land Conservation, and Outreach and Education. The culture of the Alliance supports and inspires conservation achievements, creating access to recreational opportunities, and personal development.

**Principal Duties and Responsibilities:** Working side-by-side with the Alliance Leadership Team, staff and volunteers, the Director of Philanthropy will design, implement, and manage the philanthropic efforts of the Ice Age Trail Alliance. They will identify, cultivate, and solicit donors for the Ice Age Trail Alliance. Working with the communications team, they will develop effective fundraising campaigns. They will also manage planned giving programs including engaging prospective members and stewarding existing members. Ultimately, they will lead Alliance fundraising goals annually and over the long term, to grow the Ice Age Trail, conserve land, and support Alliance programs and activities.

**Location and Travel:** Position is office-based with limited opportunities to work remotely. It will require some travel (primarily within Wisconsin) including overnight and on weekends.

**Start date:** March 2024

**Compensation:** Anticipated salary range \$70,000-\$80,000 commensurate with experience. The Alliance offers fully paid premiums for employee's health insurance, dental coverage and a 403b program.

**A Successful applicant will:**

- Have extensive experience with nonprofit fundraising, including a proven record of success.
- Enjoy analyzing trends and applying new thinking in philanthropy.
- Be a demonstrated leader, with the know-how to motivate, unify, and influence team members to achieve ambitious goals.
- Be self-directed, highly motivated, flexible, detail-oriented, and deadline-driven.
- Have strong social and interpersonal skills including the ability maintain good working relationships with coworkers, volunteers, members of the community, as well as corporate, foundation, and government representatives.
- Have a confident public presence and ability to communicate clearly through written and oral means.
- Be passionate about the Ice Age National Scenic Trail, understand its importance, and be committed to the mission and vision of the Alliance.

**Desired Attributes:**

- Be personable, with excellent public speaking capabilities
- Have experience with conservation, land protection, and/or recreation programs
- Have experience with financial tracking and database management

#### **TO APPLY**

Candidates should send their (i) resume and (ii) cover letter stating relative experience, work ethic, and career goals to the email address listed below **by 5:00pm on Monday, January 29** (*email only please*).

Send materials to: [luke@iceagetrail.org](mailto:luke@iceagetrail.org), Luke Kloberdanz, Executive Director and CEO

Subject Line: Application: Philanthropy Director

The Alliance is committed to a policy of equal opportunity for all employees. It is our policy to seek and employ the best qualified personnel in all positions, to provide equal opportunity for advancement to all employees in a manner that will not discriminate against or give preference to any person because of race, color, religion, age, sex, national origin, disability, ancestry, sexual orientation, military service, marital status, arrest or conviction record, or any other basis prohibited by state or federal law.

Further, the Alliance is committed to providing a productive work environment in which employees are treated with courtesy, respect, and dignity, and one that is free from any form of discrimination or harassment, including sexual harassment. The Alliance prohibits and will not tolerate any form of unwelcome discriminatory or harassing behavior by employees, supervisors, customers, citizens, vendors, agents, or volunteers.

Discriminatory and/or harassing behavior based on an individual's race, color, religion, age, sex, national origin, disability, ancestry, sexual orientation, military service, marital status, arrest or conviction record, physical or mental disability, or any other basis prohibited by state or federal law violates this policy.