



**CORNUCOPIA**  
I N S T I T U T E

1/7/11

## **Development and Fundraising Director Organic and Sustainable Farming Champion**

The Cornucopia Institute is seeking an individual with a professional background in fundraising, development and marketing, as well as a heartfelt passion for protecting the environment, humane livestock husbandry and social/economic justice for family farmers.

The Cornucopia Institute is a preeminent and aggressive organic industry and sustainable farming watchdog. We work and live in the good food movement and focus on protecting family farmers involved with organic, local, and sustainable agriculture. We defend authentic food and the organic food label from attacks and deception by agribusinesses and corporations willing to profiteer at the expense of wholesome food integrity.

Our staff, management and Board of Directors are proud of our efforts to protect and connect our core constituency, family-scale farmers, with their consumer allies. We look at the fundraising function as a key communications/education opportunity consistent with our mission.

The ideal candidate will have experience working in a corporate, cooperative or nonprofit environment with a skill set that includes:

- ⇒ Professional fundraising involving individuals and businesses
- ⇒ Grant writing
- ⇒ Strong verbal, writing and internet skills
- ⇒ Working knowledge of Microsoft Office applications
- ⇒ Good typing/keyboarding skills
- ⇒ Professional and pleasant telephone persona and one-on-one communication skills
- ⇒ Ability to work independently

Additional experience in Internet social networking would be advantageous.

The ideal candidate will be able to competently manage day-to-day tasks related to development and fundraising, and create and oversee management of a longer-term development plan. Our Development Director will become an integral part of Cornucopia's management team.

The Cornucopia Institute is formally based in Cornucopia, Wisconsin but we are "virtually officed" with full-time and part-time staff members based in their own home offices in three states. We welcome applicants from any part of the country and will not require relocation. That said, candidates from the Upper Midwest are particularly encouraged to apply due to the advantage of facilitating occasional face-to-face meetings with Cornucopia's Wisconsin-based management and other staff.

Candidates need to demonstrate a strong ability for self-direction and past managerial and/or project management capabilities.

If you have an interest in exploring the opportunity to merge your marketing, development and fundraising experience with the chance to fight for something you believe in, please forward a letter of inquiry and resume to [cultivate@cornucopia.org](mailto:cultivate@cornucopia.org).

Please include your salary history and requirements/expectations.

For additional organizational background information, visit [www.cornucopia.org](http://www.cornucopia.org).