



Mission: To restore health and well-being in the Native community by recovering knowledge of and access to healthy Indigenous foods, medicines and lifeways.

Title: Development Manager
Reports to: Executive Director

Status: Full-Time, Exempt
Salary: \$65,000-\$70,000

Dream of Wild Health (DWH) is celebrating 26 years of working within the Twin Cities Native American community and has recently grown to a 30-acre farm in Hugo with an office in Minneapolis. DWH is a Native-led organization committed to promoting the health and well-being of Native American communities through traditional and sustainable agriculture, cultural recovery, and youth development. Programs provide access to indigenous foods, medicines, and opportunities to reconnect with cultural identity.

Over the past 5 years, Dream of Wild Health's budget has tripled in size with a wide diversity of funding partners from local to national foundations, government grants and contracts, and individual donors. DWH is seeking our first Development Manager to build on this success and strong base of support. This is an exciting time of growth for our organization and we are looking for an individual that is passionate about our mission and building relationships with our community of supporters. The ideal candidate will be a strategic leader with a strong background in grant writing, tracking, and reporting. This individual will be a key member of the management team, working closely with leadership to set organizational goals and strategic objectives and ensure implementation.

Key Responsibilities & Expectations:

Grant Writing, Management & Reporting

- Research, identify, and pursue grant opportunities from foundations and other funding sources.
- Lead the preparation, writing, and submission of grant proposals, ensuring alignment with the organization's mission and programmatic goals.
- Collaborate with managers to develop compelling grant narratives, budgets, and work plans.
- Oversee all aspects of grant compliance, including maintaining a grant calendar and ensuring timely submission of reports and renewals.
- Track outcomes, objectives, and deliverables for each grant to ensure the organization meets or exceeds funder expectations.
- Collaborate with finance and program staff to ensure proper documentation of grant expenditures and adherence to budget guidelines.

Strategic Planning and Campaigns

- Work with the Executive Director and management team to identify strategic funding priorities that align with the organization's long-term goals for growth and sustainability.
- Develop and implement a comprehensive development/fundraising plan that includes grants, individual giving, corporate partnerships, and fundraising events.
- Provide input on organizational growth strategies, identifying opportunities for new partnerships, programs, or initiatives that will further the organization's mission.
- Work with staff to plan, organize, and execute fundraising campaigns and special events to engage donors and raise funds for Dream of Wild Health.

- Work with Executive Director, Farm Director, Board of Directors, and any consultants to support capital campaign efforts, including through refining campaign plans, committee support, grant tracking, and relationship development

Funder Relations & Communications

- Work with the Executive Director to cultivate and maintain relationships with foundations, government agencies, individual donors, and corporate partners.
- Develop communication strategies to engage and inform funders about the impact of their contributions, including working with Communications Coordinator to create compelling print, digital, and earned media assets
- Represent the organization in the community at events, fundraisers, conferences, etc.
- Build and maintain relationships with media representatives to secure coverage and enhance the organization's public profile.

Qualifications

- Bachelor's degree in nonprofit management, public administration, English, communications, or a related field.
- 3+ years of experience in grant writing and development for nonprofit organizations, preferably in a cultural or environmental sector.
- Proven success in securing grants from foundations, government agencies, and corporate sponsors.
- Strong written and verbal communication skills, with the ability to write clear, persuasive, and compelling grant proposals.
- Excellent project management skills with a strong attention to detail and deadlines.
- Experience with donor management systems, databases, and CRM platforms is preferred.
- Strong interpersonal skills and the ability to build relationships with a diverse group of stakeholders.
- Familiarity with Native American culture and food sovereignty is a plus.
- A criminal background check is required.
- Must have a valid driver's license and good record; ability to stand, sit and work at a computer for extended periods of time; and flexibility to work occasional evenings and weekends.
- DWH follows a hybrid work schedule (office in Minneapolis, farm in Hugo). Some travel required.

Compensation & Benefits

- Competitive salary commensurate with experience
- Comprehensive benefits package, including medical/dental/life insurances, paid time off, and retirement plan options with an employer match
- Professional development opportunities
- Opportunity to contribute to an impactful organization dedicated to cultural preservation and community well-being

How to Apply

Please submit your resume, cover letter, and two writing samples to employment@dreamofwildhealth.org. In your cover letter, please address why you are passionate about Dream of Wild Health's mission and how your experience aligns with the qualifications listed above. Position open until filled or otherwise noted.