

**Heartland Conservation Alliance**  
**Director of Development and Partnerships or Development and Partnerships Manager**  
*Serving as the Blue River Urban Waters Ambassador*

Posted: July 9, 2024

Hybrid located in the Kansas City metropolitan area

**Heartland Conservation Alliance (HCA) is an equal opportunity employer that is committed to creating and maintaining a diverse and inclusive company culture. People from historically marginalized communities are encouraged to apply.**

The Development and Partnerships position works as part of a team to advance our conservation mission, core values, and strategic initiatives. HCA's mission is to work with partners to protect, connect, and restore the Blue River watershed and its urban greenspaces for the benefit and enjoyment of all. We envision a sustainable environment that supports the health of all human and natural communities in the Kansas City region. The Development and Partnerships position works with the Executive Director, Board, volunteers, Alliance members and other staff to develop, plan, implement, evaluate, and improve conservation projects. The Development and Partnerships position reports directly to the Executive Director and will supervise any additional positions within their program area, including contractors and interns.

In collaboration with partners, HCA is working to develop the [Blue River Greenway](#) (BRG) as a 43-mile linear corridor within the Blue River Watershed in an effort to connect people and places while preserving greenspace and improving water quality as part of a healthy, prosperous, connected, and resilient region. We believe that a trail will improve public awareness and access and thereby support for conservation of the watershed riparian corridor, parks, gardens, and other natural areas. This position will be responsible for finalizing a strategic funding and finance plan for the BRG, identifying and securing additional federal and state grants, approaching major regional and national philanthropic funders, and developing a comprehensive, long-term funding and financing pool to advance the BRG vision and initiative. This initiative is intended to be a catalyst for a long-term program for significantly increasing community conservation, habitat, outdoor recreation, and ecosystem service benefits in a diverse urban landscape throughout the Blue River Watershed.

Furthermore, this position will act as the Ambassador for and lead the Blue River Urban Waters Federal (UWFP) Partnership. In addition, responsibilities may encompass overseeing HCA's environmental justice initiatives, managing HCA's Restoring Vacant Lots program, leading various community work groups, and administering HCA's alliance services engagement. More information can be found in the tiered role responsibilities section.

**Required Skills:** Grant Writing; Grant Management; Government Relations; Strategic Planning and Thinking; Environmental Justice Driven; Partnership Strategy and Collaboration; Program and Project Management

**Desired Skills:** Public Affairs; Public Speaking; Federal and State Grant Compliance; Community Engagement; Political Savvy; Public Policy; Urban Planning; Public-Private Partnerships; Coalition Building; Philanthropy and Foundation Relations; Communications and Marketing; Financial Planning; Community Development; Public Administration

**Compensation:** This position's starting salary is \$60,000-\$70,000, commensurate with experience and responsibility (see below for details), with a competitive benefits package, including 15 paid holidays, 15 days per year of paid time off, 12 weeks of paid parental leave, as well as employer contribution of \$500/month to organization's health insurance plan and employer-paid dental, group life, and vision insurance plans. HCA is closed for Winter Break from Christmas Day through New Year's Day.

**Deadline to apply:** Review of applications will begin one week after the posting date. To ensure full consideration, please submit your application by July 22, 2024. Applications will continue to be accepted after the full consideration date until the position is filled.

**How to apply:** All interested applicants should submit a letter of interest, two writing samples, resume, and three professional references. Applications should be sent via email to Logan Heley, Executive Director, [logan@heartlandconservationalliance.org](mailto:logan@heartlandconservationalliance.org). Please call us at 816.945.8505 if you need assistance submitting an application electronically.

Development and Partnerships Manager-level Core Responsibilities (\$60,000 starting salary, commensurate with experience)

- Manage “**Blue River Greenway (BRG) Coordination**” Cooperative Agreement with the Missouri Department of Conservation (MDC), including:
  - Develop and finalize a strategic funding and financial plan for the BRG.
  - Identify and apply for at least 3 federal, state, or foundation grants to fund components of the “[Vision and Implementation Program for the Blue River Greenway](#)”.
  - Approach at least 3 major regional and national philanthropic funders to communicate the vision for the BRG, funding needs, and to solicit partnership and contributions.
  - Work to identify and leverage city, county, state, federal, and philanthropic funding and innovative financial instruments to achieve the strategic funding and financial plan for the BRG.
  - Develop a comprehensive, long-term funding and financial pool that distributes resources equitably and efficiently to implement the “Vision and Implementation Program for the Blue River Greenway”.
- **Serve as Ambassador for and lead the [EPA Blue River Urban Waters Federal Partnership \(UWFP\)](#)**, including coordination of the Urban Waters Partnership Workgroup.
- Plan and execute HCA's annual fall **Partnership Summit** and Partnership Survey.
- Serve as the organization lead for grant identification, solicitation, writing, management,

and reporting in the program area.

- Annually increase by 10% the amount of funds sub-awarded or passed through to Alliance Members and Environmental Justice leaders and/or neighborhood organizations from funds awarded to or coordinated by HCA.
- Revitalize [Renew the Blue](#) campaign by clearly defining and communicating Alliance partner benefits and responsibilities, including shared public relations through the HCA newsletter and websites.
- Maintain and manage data and information related to program activities.
- Produce accurate and timely reporting of program status throughout its life cycle.
- Support implementation of the organization's [Strategic Plan](#), in particular the goals related to Alliance Services & Environmental Justice.
- Assist Leadership with budget development and management for their program area.

Director-level Development and Partnerships Additional Responsibilities (\$70,000 starting salary, commensurate with experience)

- Facilitate the sustainability and development of new and existing environmental justice and alliance programs that support the mission of the organization.
- Advance capacity building, leadership development, and connectedness by **assisting emerging grassroots conservation and environmental justice leaders and organizations** with their own grant applications and strategic planning.
- **Enhance community-initiated conservation engagement**, particularly related to coordination of HCA's existing Restoring Vacant Lots programming.
- Advance participation in democracy by **helping underinvested neighborhoods advocate for and secure resources to improve their environment**, health, and access to natural recreation.

*This job description is not designed to cover or contain a comprehensive listing of activities, duties, or responsibilities that are required of the employee for this job. HCA is a small, flexible, team-oriented organization and staff may be asked to support other programs or staff as needed. Duties, responsibilities, and activities may change at any time with or without notice.*

Position Requirements

*Qualifications may be met with college or university degree programs, significant related professional or volunteer experience, related certification programs, skills courses, proven experience in program management or a combination of these.*

- An individual with resourcefulness, troubleshooting skills, resilience, and tenacity.
- Relevant experience:
  - Manager-level: 3-5+ years
  - Director-level: 5-10+ years
- Proven success applying for, securing, and managing grants.
- Comfortable and proficient working directly with people from diverse racial, ethnic, and socioeconomic backgrounds.
- Strong writing, communication, and leadership skills with the ability to present to

diverse audiences, specifically racially, ethnically, and socioeconomically diverse communities. The ability to speak effectively in public, work with the media, and interact well with a wide variety of people.

- Proven stakeholder management skills.
- Proven experience managing a team. The ability to effectively lead, motivate, and work with a diverse staff and volunteers.
- Project management expertise.
- Proficient with modern computer applications, including word processing, cloud-based data storage and manipulation, development of visual presentations, and Internet research and communications. Organization utilizes both the Google and Office suite of applications.

#### Working Conditions:

- Duties are performed in a hybrid work environment, including at the office, remotely, and in the field.
- Travel is required to various locations in the region for meetings, conferences, workshops, and speaking engagements.
- Evening and weekend work is occasionally required.

#### **About Heartland Conservation Alliance**

Mission: The Heartland Conservation Alliance works with partners to protect, connect, and restore the Blue River watershed and its urban greenspaces for the benefit and enjoyment of all.

Vision: A sustainable environment that supports the health of all human and natural communities in the Kansas City region.

HCA values *Inclusive Collaboration*: As an alliance first and foremost, we prioritize collaboration with both regional and national organizations that share our vision for healthy natural resources. The Heartland Conservation Alliance recognizes that the environment suffers when decision-making fails to include everyone. By engaging historically excluded stakeholders, we help improve the health of humans and nature. We promote inclusive collaboration, justice, equity, diversity, accessibility, and inclusion in all our internal operations and external relations.

HCA convenes a diverse coalition of community organizations, nonprofits, government agencies, private businesses, and neighborhood leaders to promote equitable access to nature, mitigate the effects of climate change, and create meaningful connections between diverse neighborhoods and political jurisdictions for the benefit of humans and nature in the Blue River watershed.