

Heartland

CONSERVATION ALLIANCE

Fund Development Manager

Hybrid position located within the Kansas City Metropolitan Area | Posted February 2026

Position Overview

The Fund Development Manager is a key member of the Heartland Conservation Alliance (HCA) team, working to advance our mission to protect, connect, and restore the Blue River watershed and its urban greenspaces. This position reports to the Executive Director and collaborates with other staff, the Board, and Alliance members to plan and implement strategic fundraising initiatives to advance our conservation goals.

Core Responsibilities

- **Major Gifts & Individual Giving:** Develop and lead a comprehensive giving strategy; oversee the execution of targeted appeals; and cultivate, solicit, and steward major local and national donors. Build relationships with high-net-worth individuals to secure transformational gifts, including significant financial contributions and strategic land donations that advance the organization's mission.
- **Event Sponsorship:** Secure and grow corporate and community sponsorships for signature annual events, including the Partnership Summit and Blue River Discovery Days.
- **Support Grant Writing and Reporting:** Partner with grant development contractor(s) and staff to support the development of government and foundation grant-related materials. Part of the focus should be on securing sustained, multi-year grant funding that advances the organization's long-term strategic priorities.
- **Budget Development:** Work with the grant development contractor(s) and staff to develop monthly, quarterly, and annual fundraising projections and reports for fundraising actuals. Guide accounting contractors in their financial forecasts and reports.
- **Fundraising Strategy:** Collaborate with the Board's Fund Development Work Group to develop and deploy fundraising strategies to support HCA activities.

Desired Additional Responsibilities

- **Annual Campaign and Annual Report:** Oversee the HCA staff to create and distribute annual campaign materials and the annual report, including content sourcing, layout design, donor segmentation, and multi-channel distribution.
- **Digital Fundraising:** Partner with the Communications and Engagement Coordinator to develop, deploy, and manage digital fundraising campaigns via social media, email, and other relevant platforms.
- **Team Leadership:** Possibly provide supervision and mentorship to direct reports and contribute guidance and collaborative support to the Fund Development Work Group, as needed, to advance organizational fundraising goals.

Requirements and Skills

- 3+ years of progressive, results-driven experience in nonprofit development or high-level sales, demonstrating measurable growth in revenue generation, relationship building, and fundraising performance.
- Proven track record of stewarding major gifts and grants (\$5,000+)
- Exceptional ability to work with cross-functional teams toward a common goal
- Understanding of philanthropic trends and digital giving ecosystems.
- Strong writing and communication skills
- Ability to design visually-appealing, compelling fundraising or sales content
- Dedication to HCA's conservation mission, including teamwork as needed

Compensation and Benefits

- **Salary:** \$60,000 – \$70,000 (commensurate with experience).
- **Insurance:** \$500/month employer contribution to health insurance; employer-paid dental, vision, and group life insurance.
- **401(k) retirement plan:** Optional employee contribution (employer discretionary match)
- **Paid Leave:** 15 paid holidays, 15 days PTO, and 12 weeks of paid parental leave.
- **Winter Break:** HCA is closed for Winter Break (Christmas Day through New Year's Day).

How to Apply

Interested applicants should use [this application form](#) to submit a letter of interest, resume, three professional references, and, if available, a portfolio of work. To ensure full consideration, please submit your application by Friday, March 13, 2026. Applications will be accepted until a candidate has been selected. Questions? Contact Logan Heley, Executive Director, at logan@heartlandconservationalliance.org.

HCA 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.

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

Heartland Conservation Alliance (HCA) is an equal opportunity employer dedicated to fostering a diverse and inclusive workplace. We actively encourage applicants from all backgrounds, including people of color and individuals from underrepresented communities, to apply. HCA is committed to creating a welcoming environment that values diverse perspectives and promotes an inclusive culture where everyone feels supported and empowered.