

**Position Title:** Development Director

**Organization:** Investigative Post

**AFP-WNY Post Date:** 2/14/18

[Investigative Post](#), a nonprofit investigative reporting center in Buffalo, is seeking a development director with a track record of building a strong donor and membership base.

We are in an aggressive growth mode and looking for an energetic and accomplished fundraiser to expand our already substantial [donor base](#).

Investigative Post is an [award-winning](#) news organization focused on exposing corruption, malfeasance, injustice and environmental degradation. We distribute our work widely through our website and network of television, radio and newspaper partners.

Job duties include:

- Prospecting, cultivating and stewarding of major donors.
- Selling sponsorships to corporate and labor underwriters.
- Building relationships with and writing grant proposals to foundations.
- Growing a small donor and membership base.
- Coordinating efforts with marketing and events staff.

Strong people and sales skills are a must. We also value social media and email marketing skills, as well as experience making data-driven decisions in planning and analyzing fundraising efforts. We seek a candidate who recognizes the value of watchdog reporting and the importance of journalism to a functioning democracy.

Salary negotiable; benefits generous.

**Please respond by Feb. 28** with resume and cover letter to Executive Director Jim Heaney at [jheaney@investigativepost.org](mailto:jheaney@investigativepost.org). Early submissions are encouraged.

Investigative Post is an equal opportunity employer.