



Tennessee Department of Environment and Conservation
State Parks Partnership Director
Parks and Conservation Bureau
Annual Salary Range: \$59,508 - 107,100

About the Tennessee Department of Environment and Conservation (TDEC)

The department is responsible for:

- Safeguarding the health and safety of Tennessee citizens from environmental hazards;
- Protecting and improving the quality of Tennessee's land, air, and water
- Managing the system of 56 Tennessee State Parks and 85 Natural Areas

TDEC has 2,900 employees working across Tennessee supported by a total budget of more than \$300 million with funding from dedicated fees and state parks revenue, federal sources, and the state general fund. The department is the chief environmental and natural resource regulatory agency in Tennessee with delegated responsibility from the U.S. EPA to regulate sources of air pollution, radiological health issues, solid and hazardous waste, underground storage tanks, water pollution, water supply, and groundwater pollution. TDEC has eight (8) regional offices across the state serving as the primary point of contact for their respective regions.

Summary & Distinguishing Features

The State Parks Partnership Director is an Executive Service position based in Nashville, TN and part of the Parks and Conservation Bureau's Management Team. The Director reports to the Deputy Commissioner for Parks and Conservation, and will develop and implement an overall fundraising strategy for the Tennessee State Parks system and support the fundraising activities for "Friends of Tennessee State Parks" groups across the state. Funds raised go to further the mission of Tennessee State Parks and are used for land acquisition, programming, and other items as needed to support and further our mission.

Principal Duties and Responsibilities

- Develop a comprehensive business plan that will support fundraising strategies that include focus on developing systems, processes and campaigns that engage individual and corporate giving.
- Develop annual fundraising plans and corporate solicitation strategies for annual state park priorities, and for Friends' groups with specific fundraising goals—in coordination with members of the Deputy Commissioner of Parks and Conservation leadership team. Provide needed training, support and materials to ensure Friends' groups meet or surpass goals. Ensure Friend's groups have developed robust memberships and have the appropriate collateral materials and outreach systems to recruit and retain members.

- Share best fundraising practices with Friends groups; partner with Friend's group boards to help recognize potential new board members who may be successful in helping the organization improve its standing in the community and generate revenue.
- Lead developing market/user driven strategies to grow contributions by broadening and deepening our partner base. Develop long-term strategic vision for our State Parks Foundation.

Candidates should be able to demonstrate success in the following areas:

- Ability to engage corporate and individual sponsorship for the Tennessee State Park system.
- Demonstrate a thorough understanding of all components of a diversified funding base; experience with earned income and social enterprise is a plus.
- Strong partnership-building and event planning skills. Demonstrated ability to prospect, cultivate, and manage new and diverse donors.
- Comfort and ease in public speaking; understands diversity of audience and able to effectively tailor messaging to achieve specific outcomes.
- High energy, positive, "can-do" attitude, flexibility, teamwork, and attention to detail; high degree of initiative.
- Alove of the outdoors and commitment to the mission of Tennessee State Parks.
- Highly organized, attention to detail; deadline and goal focused.
- Strong interpersonal skills: courtesy, tact, patience and team orientation; team player with a sense of humor.
- Experience working with diverse groups of volunteers.
- Proficiency with all of today's cloud-based collaborative software: all Microsoft Office products, Google Docs, Dropbox, Asana, Email marketing, etc.

Qualifications

A Bachelor's degree in Marketing, Business Administration, Public Administration or Management field or a compatible major with key focus on marketing, fundraising and major donor/gift development, and foundation development. Additional degrees will be considered with appropriate experience. Prefer three to five years' experience leading corporate and individual fundraising efforts. Experience in statewide markets preferred.

All interested candidates should submit via email (**TDEC.Careers@tn.gov**) resume and cover letter to Beth Smith. Please use this email as point of contact if you have additional questions regarding the position. The position will remain posted until October 28, 2015.

Beth Smith, Director

Office of Talent Management

Tennessee Department of Environment and Conservation

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Nashville, TN 37243

TDEC is an AA/EEO/ADA equal opportunity employer