

Development Director



Title:	Development Director	FLSA Status:	Exempt
Location:	Remote with occasional travel to Des Moines	Full/Part Time:	Full Time, Year-Round
Reports To:	Executive Director	Pay Range:	\$75,000 - \$90,000

The Wallace Centers of Iowa (WCI) is a nonprofit organization that preserves and activates two historic properties connected to one of Iowa's most consequential families: the Wallace House in Des Moines's Sherman Hill neighborhood and the Wallace Farm near Orient, Iowa, birthplace of Henry A. Wallace, 33rd Vice President of the United States and founder of Pioneer Hi-Bred.

The Wallace family was among the most influential agricultural leaders in American history. From their work as editors of Wallaces' Farmer to the development of hybrid seed corn, they were innovators, thinkers, and public leaders who believed deeply in experimentation, education, and the responsibility of agricultural leadership to think beyond their own communities. Their work was rooted in Iowa, but their ideas shaped agriculture across the United States and around the world.

WCI is in an exciting period of strategic transformation. We are sharpening our focus around three pillars: historic preservation and site activation, agricultural innovation programming, and food security and rural community impact. We are building the team, the programs, and the infrastructure to become a place where history, agriculture, and innovation intersect, and where the Wallace legacy continues to inspire new thinking about land, food, and community.

WHY THIS ROLE, WHY NOW

The Wallace legacy was built on curiosity, experimentation, and the belief that leadership rooted in Iowa's land could change the world. WCI is at a pivotal moment: a new Executive Director, a sharpened strategic direction, and genuine momentum behind a mission that connects history, agriculture, and community in a way few organizations can. What we need now is a fundraiser who can translate that story into resources. Someone who sees the opportunity in a Wallace family legacy that touches corn genetics, national agriculture policy, and Iowa's rural communities all at once, and who has the skill and drive to open doors, build relationships, and close gifts. If you have a track record of closing major gifts and you want to do that work for an organization with a genuinely compelling story to tell, this is the role.

POSITION SUMMARY

The Development Director leads all fundraising strategy and execution for Wallace Centers of Iowa, including major gifts, foundation grants, corporate sponsorships, and the membership program. The organization is in active strategic transition and needs a proven fundraiser who can build on existing funder relationships while opening new doors with foundations, government funders, and individual donors. This person partners closely with the Executive Director on major donor strategy, exercises independent judgment in managing the fundraising portfolio, and is responsible for building the long-term philanthropic infrastructure of WCI.

CORE RESPONSIBILITIES

Fundraising Strategy and Execution

- Lead annual fundraising strategy, including major gifts, foundation grants, corporate sponsorships, and individual giving campaigns
 - Manage and grow a portfolio of major donor relationships, including Wallace family funders and key Iowa foundation partners
-

Development Director



-
- Write, submit, and manage grant applications and reports across all three WCI strategic pillars: historic preservation, agricultural innovation, and food security
 - Develop and execute a corporate sponsorship program, including expansion of existing relationships
 - Identify, cultivate, and solicit new major donors through proactive relationship-building
 - Pursue Endow Iowa tax credit opportunities, planned giving prospects, and digital fundraising channels
 - Develop and manage the annual fundraising calendar, pipeline, and multi-year revenue projections
 - Ensure timely and accurate gift acknowledgment, grant reporting, and funder stewardship

Membership Program

- Own and manage the WCI membership program, including recruitment, renewals, member communications, and benefits
- Develop strategies to grow membership as a stable, recurring revenue stream aligned with WCI's community identity

Donor Engagement

- Partner with the Executive Director on major donor cultivation, solicitation, and stewardship
- Prepare and present fundraising reports to the board of directors regularly
- Manage donor acknowledgment, recognition, and stewardship programs
- Maintain and continuously improve the donor database and tracking systems

Capital Campaign

- Support planning and early cultivation for a future capital campaign for historic property restoration at both WCI sites
- Identify and cultivate prospective campaign donors in advance of a formal launch
- Partner with the Executive Director and board on campaign structure, timeline, and goal-setting
- Perform other duties as assigned

REQUIRED QUALIFICATIONS AND SKILLS

Experience

- Five or more years of nonprofit fundraising experience with a demonstrated record of closing major gifts of \$10,000 or more
- Experience designing and managing a comprehensive development program, including foundation grants, major gifts, and corporate sponsorships
- Proven success in writing and managing grant applications and reports for foundation and government funders
- Experience identifying, cultivating, and soliciting individual donors through a structured moves management process
- Proficiency with donor management CRM systems
- Strong written and verbal communication skills, including the ability to write compelling proposals and make persuasive asks in person
- Ability to work independently, manage a complex portfolio, and meet deadlines without close supervision
- Commitment to WCI's mission connecting Iowa's history, agriculture, and community

Other

- Flexible schedule to attend events and conduct other activities outside of standard business hours
 - Ability to travel between the Des Moines and Orient campuses on occasion
-

Development Director



-
- Ability to stand, walk, climb/descend stairs, and sit; regularly required to stoop, kneel, bend, crouch, and lift up to 30 pounds

PREFERRED QUALIFICATIONS

- Experience fundraising in Iowa or the broader Midwest nonprofit sector
- Existing relationships with Iowa community foundations, agricultural funders, or historic preservation funding sources
- Familiarity with agricultural, historic preservation, food security, or rural community funding landscapes
- Experience with endowment fundraising, planned giving programs, and the Endow Iowa tax credit program
- Experience in planning or executing a nonprofit capital campaign
- CFRE certification or active pursuit of certification
- Experience with membership program development and administration

We encourage candidates who are passionate about WCI's mission to apply, even if you don't meet every qualification listed.

OUR BENEFITS

- Paid Time Off
- Health Insurance Reimbursement (QSEHRA)
- Professional Development

WCI is actively expanding its benefits package in 2026, including a 403b retirement plan with an employer match. Details will be shared with candidates during the interview process.

EQUAL OPPORTUNITY EMPLOYER

Our mission celebrates diversity. The Wallace Centers of Iowa is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, veteran status, or any other characteristic protected by law.

HOW TO APPLY

Please send a cover letter and resume via email to:

Rebecca Stavick, Executive Director
rebeccastavick@wallace.org

Applications are reviewed on a rolling basis.
