



## **FOUNDATION RELATIONS SENIOR MANAGER INTERNATIONAL MOUNTAIN BICYCLING ASSOCIATION**

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Communities are increasingly committed to developing outdoor recreation for individual and community well-being. Developing or renovating natural surface trails for mountain biking, hiking, running and other activities is currently a very active and successful movement across the United States. Funders increasingly recognize the swell of community interest, the wide-ranging demonstrable value to communities, and the deep well of opportunity for positive return.

The International Mountain Bicycling Association (IMBA) leads to project, enhance and create trails, partnering with hundreds of communities, organizations, agencies, funders, land owners and managers to realize a vision that everyone can have the access to quality trail experiences.

Foundations, with national, regional and local interests, recognize IMBA's leadership and expertise. IMBA is here to support current and new foundation partners align with trail-based outdoor recreation.

IMBA seeks to install a talented, motivated professional to lead foundation relations, while growing professionally, enjoying exciting projects, and fun in a rewarding role and positive culture. This is a unique professional opportunity that offers creative freedom, to build upon momentum, design outstanding partnerships, and to work at a national level - that doesn't surface often. This is an ideal opportunity for a mid-career+ foundation professional.

### **What You Can Accomplish**

- Partner with existing, quality IMBA funders.

- Identify and research foundations (all types) with interests in community well-being through recreation, youth development, land conservation, health.
- Collaborate with IMBA colleagues and community trail-project leaders to design grant opportunities that align with and inspire funders.
- Lead and manage LOI, proposal and application efforts at a level of productivity that serves the growth of trail development in the U.S.
- Secure significant and ground breaking grant partnerships.
- As needed, enhance internal grant management systems and processes.
- Build something exceptional that sets a standard in outdoor recreation funding.

#### Qualifications and Experience That Will Support Personal and Organizational Success

- Eight to twelve years experience partnering with different types of foundations, including some national-oriented funders. Experience in the domains of conservation, social services or recreation will be a candidate's advantage.
- Self-sufficient prospect research skills, backed by IMBA furnished research tools.
- Demonstrable, proven, astute skills to engage foundation officials and leaders to understand objectives and discover mutual interests.
- Independent ability to create and manage a funder portfolio, related data, communication records, grant documentation, etc.
- Skill and experience managing grant reporting, foundation stewardship activities, etc.
- Creativity in collaborating with other like-organizations to IMBA and internal partners.
- Positivity that is infectious, inspiring, patient, goal-oriented, ambitious and assertive.
- Proficient and current on all technical and policy issues related to grantmaking, grant portals, and more.
- Individual giving, major donor relations and campaigns are a significant advantage for you as a candidate.
- Exceptional writing, relationship-building and organizational skills are a given expectation. But, what will help you stand-out is your study of who we are, recognition of our potential, and your earnest, genuine interest in contributing to a positive IMBA culture and success.

There will be significant interest in this opportunity and it may close quickly, Express your interest soon. You will hear from us, and the best candidates will benefit from a direct conversation. Please send your application materials to [jobs@imba.com](mailto:jobs@imba.com).

#### **Compensation and Benefits:**

This role offers remote flexibility, outstanding benefits, and a competitive salary based upon experience level. Candidates with experience in nonprofit accounting are strongly encouraged to apply. The compensation will range between \$73,000-\$78,000 annually based upon experience. Benefits include generous paid holidays, sick time, and unlimited PTO. Medical, dental, vision, and life & long-term disability insurance are also available. A 401(k) retirement plan is offered along with employer match.

This is a full-time remote position with options to use a shared office space in downtown Boulder, CO. At IMBA, we strive to be a diverse team with shared values who look every day to serve the mission while still having fun at work. We are flexible yet committed, and we show up to work hard every day in our fully remote culture. You do not have to be a mountain biker to contribute to our team, but we hope candidates applying have the passion of protecting public lands and trails, and believe bikes can help to build stronger communities.